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VOLVO

1988 B10M GL PLAXTON PARAMOUNT 3500 12M, 51 recliners, Beige/red moquette, power door, courier seat, curtains, toilet, water boiler, continental door, wired TV. + video, white/duo green.

1987 (AUGUST) B10M GL PLAXTON PARAMOUNT 3500 12M, 49/53 recliners, power door, centre sunken demountable toilet, continental door, aircraft lockers, white/blue.

1987 (SEPTEMBER) B10M GL DUPLE 340, 53 recliners, Brown moquette, rear sunken toilet, power door, curtains, red/white.

1984 B10M PLAXTON PARAMOUNT 3500 12M, 49/53 recliners, Brown/red moquette, power door, courier seat, curtains, demountable toilet, TELMA, continental door, Webasto, cream/orange. **CHOICE OF FOUR.**

1983 B10M PLAXTON PARAMOUNT 3500 12M, 49 recliners, Brown/red moquette, power door, courier seat, curtains, toilet, berth, continental door, TELMA, cream/orange.

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1984 ACRON T815 Integral 12M, 49/53 recliners, Brown/orange moquette, power door, courier seat, curtains, toilet, berth, drinks machine, TELMA, powered continental door, carpet, magazine nets, red/white/blue/yellow/orange.

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1984 FUTURA FHD 12.280 INTEGRAL 12M, 49 recliners, Brown/beige moquette, power door, courier seat, curtains, toilet, carpet, Tempo 100, continental door, drinks machine, suspension raise, T.V. + video, yellow/brown/white.

1983 EUROPA II 12M Integral, 44 recliners + 5 fixed, Red moquette, power door, courier seat, curtains, toilet, continental door, TELMA, Webasto, driver's fan, all white.

1983 EUROPA II 12M Integral, 46 recliners, Red moquette, power door, courier seat, curtains, toilet, fridge, water boiler, TELMA, continental door, Webasto, all white.

1982 EUROPA I 12M Integral, 47 str., 44 recliners + 3 fixed, Red moquette, power door, courier seat, curtains, TV., wired for video, carpet, continental door, toilet, fridge, water boiler, Webasto, white/red.

1982 EUROPA II 12M Integral 12M, 52 recliners, Red moquette, power door, courier seat, curtains, Webasto, cream/orange.

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VOLVO

1987 Volvo B10M Plaxton Paramount 3500, 49/53 Recliners, O/S rear continental, 1 door, O/S rear sunken toilet, retarder, TV/video, drinks machine, red curtains, choice of two.

1982 Volvo B10M Plaxton Viewmaster, 49 seats, o/c continental door, toilet, driver's bunk, drinks machine, power door, tinted windows, livery white, autumn tint moquette, MoT March 1990.

MAN

1982 SR 280, 46 recliners, Sutrak air conditioning, 6 speed gearbox, o/s centre power door, o/s centre sunken toilet, driver's bunk, fridge, drinks machine, tinted double glazed windows, Rollo blinds, courier seat, Webasto and timer, seat back nets, headrest covers, wheel discs, driver's locker. (For its year, must be the CLEANEST of its type in England).

FORD

1980 Ford R1114 Duple Dominant Express, 53 seats red moq, livery white/blue.

1979 Ford R1114 Duple Dominant Express, 53 seats, Bristol dome, grey/blue moq, livery blue.

1975 Ford R1114, 53 seater Duple Dominant Express, red moq, livery white/blue/yellow.

LEYLAND

1982 Leyland Tiger '245' 12 metre Plaxton Supreme V, 50/55 reclining seats, Telma, private plate, choice of two.

1981 Leyland Leopard, 11 metre, Plaxton Supreme Express, 53 remoquetted seats, ZF 6-speed, MoT July 1990.

1981 Leyland Leopard, 12 metre Plaxton Supreme IV, 49 Chapman reclining seats, ZF 6-speed manual gearbox, Bristol dome, destination gear. Livery white, autumn tint moquette. MoT.

1980 Leyland Leopard 12 metre Supreme, 53 re-moquetted seats, Bristol dome, 6 sp ZF gearbox, side lockers, MoT 01.09.90.

1981 Leyland Leopard Duple Dominant, 53 seats, red moquette, livery white, new MoT.

BEDFORD

1984 Bedford 10 metre YMP Plaxton Paramount, 38 reclining seats, Telma, private plate, choice of two.

1981 Bedford YNT 53 seater Plaxton, side lockers, autumn tint moquette, livery white blue/yellow stripes.

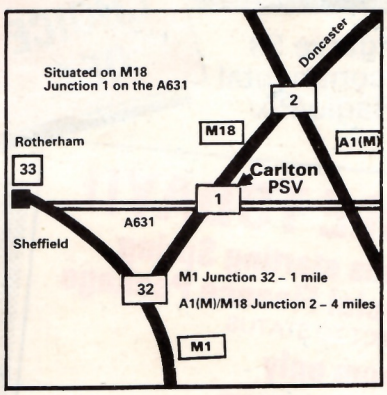
1976 Bedford YMT, 53 seater Plaxton Express, radio, white/red livery, red moq.

1976 Bedford PJK Duple Dominant, 29 seats, Autumn tint moquette, livery white/green.

1975 Bedford YRQ, 45 seater Plaxton, power door, livery blue/yellow, red moquette.

1974 Bedford YRT Duple Dominant, 53 seater, power door, red moq, livery white.

1973 Bedford YRT Duple Dominant, 53 seater, power door, red moq, livery white.



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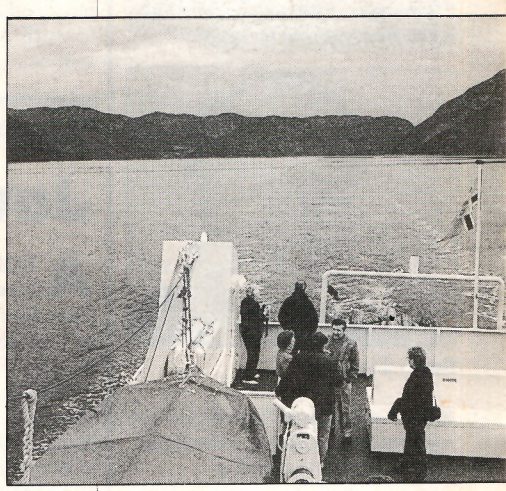

Drunk driver is jailed

THE COACH driver who had his keys taken from him by passengers worried by his drinking (Coachmart November 9) has been jailed for three months and banned for three years.

Magistrates in Sleaford heard that Ian Oxley, from near Grantham, Lincolnshire, had mounted the kerb, strayed on to the central reservation and pulled out in front of cars.

Presiding magistrate Denis Godbowl told Oxley, in passing sentence: 'You had a coach with over 50 people, and you were responsible for their safety. But you were found to be nearly five times over the limit. There is only one possible sentence. You must go to jail.'

●EMPLOYEE owned Luton and District is the first bus/coach company to win a National Training Award.

At the presentation held at its Castle Street headquarters, L&D MD Graham Cumming said; 'This is one British company, which has committed itself to being training led'.

Only 80 Awards are being presented nationwide by the Training Agency. Paul Hutt, Training Agency area manager said; 'Each company entry was judged on its success in linking business performance with investment in people training. There were 1300 entries and this is the first success in Beds'.

Barry Fletcher

●BUS and Coach Training Ltd has appointed two training consultants in a pilot scheme aimed at improving both its courses and the number of trainees at them.

The new Scottish adviser will be Bill Stark, while Northern England will be served by Barry Fletcher. Their tasks will include visiting operators to ascertain their training needs.

Bill Stark can be contacted on 0383 723942, and Barry on 0742 663580.

Dennis bid for bigger market

DENNIS is aiming to create a bigger market for its Dart chassis by providing a longer version, and supplying at least three other bodybuilders with them.

So far, Robert Wright of Ballymena, Wadham Stringer and Reeve Burgess have been named as customers for the award-winning chassis, while Carlyle continue to build the former Duple Dartline body on it.

'We are concentrating totally on the design, development and manufacture of specialist chassis,' said Dennis managing director Stephen Burton. And to back his claim, there's to be a 9.8 metre Dart to complement the 8.5m and 9m chassis already on the market.

'The 9.8 metre chassis has been designed, but not yet manufactured,' said sales director Roger Heard. 'It's simply the same chassis with a longer wheelbase, but with the same overhang front and rear.'

Wadham Stringer confirmed that it is to body all three chassis in spring with a new urban bus body design which will be unveiled in late January: 'We now have a design profile for the body,' said WS Coachbuilder's managing director Geoff Bailey.

'We regard this development as important, and see the Dart chassis as both available and of a very convenient size which reflects the market trend.'

Reeve Burgess and Wrights will also be well ahead with plans and area expected to provide stiff competition for Carlyle's Dartline, a short wheelbase version of which has just started evaluation with LBL in a form with 28 seats and 13 standees.

Stephen Burton

Coach organisation for Eire

THE IRISH Republic's bus and coach operators have a new organisation to guide them through the maze of de-regulation.

The Federation of Transport Operators (FOTO) is the brainchild of insurance man John Dunne, whose seminars for operators formed the springboard for the body's launch, mooted for a number of years.

'The Government are now talking about a new Transport Act,' said FOTO's chief executive Martin Cullen. 'The feeling we have is that this could be a move towards de-regulation, and there will be a great need for a body which can represent Ireland's 1,800 operators.

Cullen told Coachmart that subsidised public transport has already provided unfair competition for private operators: 'They have a monopoly, and there is a lot of pressure for de-regulation.

'The Irish market is totally dominated by the national bus company CIE, which has attempted to put competing private operators off the road with loss-making services. The taxpayers are funding this, and neither the operators or the public should be pleased about this.'

Cullen is ideally suited to his position at FOTO. He took over the Government's transport portfolio on behalf of the opposition for a year, and is now a member of the senate.

'I know my way around parliament,' he said. 'At the moment, I'm travelling around the country building our membership, and explaining what we can do.'

So far, around 100 operators have joined, but Cullen is anxious to point out that FOTO is in its infancy, and is aiming to have 1,000 members by the end of 1990.

FOTO is based at 4 St Andrews Terrace, Newtown, Waterford, Tel:(010 353 51) 77099.

New partnership for Jowitt of Barnsley

A YORKSHIRE conference travel agent has appointed Tom Jowitt Travel of Barnsley to handle a new Dutch contract for the UEFA Cup Foundation.

Ultimate Connection of Doncaster is using Jowitt's Van Hool B10M for transporting school and sporting groups to the continent, but expansion in incoming work will see Jowitt buying another Van Hool to executive specification in February, and two more by the end of 1990.

'Our work with conference and incentive group travel needed quality vehicles,' said Ultimate Connection's executive director Robin Littlewood. 'Tom Jowitt is a personal friend, and has built a solid business. The quality of his vehicles and drivers is among the best.'

Jowitt has based his company - which runs 10 Mercedes minibuses and 21 service buses - on fare-stage work, and admits that's where his expertise lies: 'Until Robin came along, we were running the coach on an as-and-when basis. I was in the dark as far as coaching goes.'

Jowitt now has a full year's bookings for two coaches and the prospect of much more... and is expecting Littlewood to handle all of his coaching business soon on a directorial basis.

Green light from BCC

GUESTS of honour at the BCC North Western Region annual Ladies Evening, Dinner and Dance were Martin Albu, chairman of the North Western Traffic Area Commissioners and Veronica Palmer, BCC Director General.

In proposing a vote of thanks Veronica Palmer spoke of the need for the industry to recognise environmental issues. She said that safety was also frequently discussed in her contact with Government. After driving to Blackpool's Imperial Hotel via a heavily congested M6 she concluded that the bus and coach industry had suitable business opportunities to explore.

Luggage theft - you're liable

A YORKSHIRE court case in which an operator was held responsible for stolen luggage has sent alarm bells ringing throughout the industry.

Huddersfield County Court ruled that Ward Bros of Lepton, West Yorkshire, was responsible for £1,500-worth of rugby kit stolen from a locked coach parked overnight in Newport, Wales, and now operators are checking whether their insurance and written disclaimers are worth anything.

Graham Ward, managing director of Wards, told Coachmart: 'I was flabbergasted, dumbfounded, and livid.' After a seven-hour hearing, the judge found in favour of Morley RUFC and awarded costs.

'The affair has cost me £4,000,' said Ward. 'The barrister wants £10,000 up front for an appeal'. The judge decided that the goods were 'held in custody'... and that only if they had been left in a public place would they become the owner's responsibility.When Wards presented the club's end of season invoice, payment was refused, because of the theft in April.

The Plaxton coach had been locked, left overnight in a police-recommended park, and six-inch disclaimer notices posted over the windscreen. During darkness, the boot had been forced open with a crowbar. The police discovered the break-in and rung Wards to locate the party.

The judge did not question the size of the claim, although he asked if an official coach park was used, and how many keys were available.

'According to the judge, disclaimer notices are not worth the paper they're written on', Ward said. 'Wards insurance covered damage to the coach, but assumed customers had their own personal effects cover. 'When the coach is standing, the insurance company may not give cover in any case,' Ward added.

Most insurance cover for passenger effects avoids overnight theft, or lays down conditions under which cover is given. Some insist on the vehicle being in a secure compound, with alarm fitted and not left unattended.

Bryan Hardy, of Coaching Insurance Consultants, told Coachmart there were other risk areas: 'A blanket condition of National Express contracts is that the carrier is responsible for up to £300 per item of luggage. This is not an easy thing for a one-man operator to insure'.

'Prudential and Norwich Union provide extensions including passengers personal effects, but with conditions.' Prudential limits claims to £200 per occurrence and Norwich Union £500 per passenger.

Chapman Stevens provide Addsafe employers and public liability insurance underwritten by National Employers Mutual with optional £250 passenger personal effects at £25 per coach to cover operators legal liability.

Future of PSVs assured

THE bus and coach industry can look forward to a decade of growth, according to Iveco-Ford PSV municipal manager, Harry Chambers. The growing road congestion throughout Europe, caused by private cars, will, says Chambers, assure the future of PSVs.

And Iveco-Ford is backing its judgement by investing £1 million a day in European R&D.

Speaking in Brentwood at a Chartered Institute of Transport meeting, organised by the CIT Essex Section, Chambers said: 'Politicians all over Europe are concerned with road congestion caused by the massive growth in private car ownership.' And he added that city centre access to private vehicles would be physically impossible in ten years time.

Chambers said it was estimated that there would be an additional six million cars early in the 1990s and the only solution was the bus.

According to Chambers, Iveco-Ford was level pegging with Mercedes-Benz in UK market leadership for commercials, and its leadership in the UK truck market provided a 'powerful springboard for buses and coaches'. He added the company was currently engaged in a detailed market study of the UK coach market and was impressed at the potential it showed.

'An announcement will be made within the next six to eight months', he said. 'Developments will centre on both the Daily Bus range and the 70.14 Zeta-derived chassis, launched with Reeve Burgess Beagle body at the BCC Show'.

Park and Ride record

SHOPPERS at Shrewsbury are so impressed with the park and ride scheme introduced five years ago that they have set a new record in the run-up to Christmas.

Sick of town traffic problems, 1,500 drivers hopped aboard the buses on a single Saturday this month... with many more expected to use the service as the festive season comes closer.

Ironically, the service was plagued by illegally-parked cars which hampered the buses' progress, but the councils have responded by increasing the frequency of the service.

Big cash boost for Children in Need

WILTS and Dorset's round-Britain tour in aid of Children in Need raised a staggering £15,000 for the charity... with a helpful hand lent by Gulf Oils who supplied the fuel and lubricants for the 2,100 mile journey.

The sponsorship came from the public and from the depots the Leyland Lynx and its six drivers visited. Pictured are Gulf Oils' Malcolm Hollingsworth (centre left) and Peter Hutchinson (centre right) flanked by Wilts and Dorset's Andrew Bryce (left) and Alan Smith.

BCC dance raises £500

THE SPINAL injury unit in Wakefield is to benefit to the tune of £500 from the BCC's Yorkshire Region dinner dance, which raised the cash in a tombola. The 200 guests at Keresforth Hall, Barnsley, enjoyed the company of guests Fred Whalley, North Eastern Traffic Commissioner, and Paul Tappin, who is chairman of the London and Home Counties Region.

Trathens to lease four Expressliners

TRATHENS Travel Services, the National Express joint venture company responsible for routes from the West Country, expects to lease four Volvo B10M/Plaxton Expressliner coaches next year.

The company which, contrary to our Tourism report of the World Travel Market in last week's issue, is not a National Express subsidiary, was set up last summer after National Express Holdings bought the ATL group's bus and coach interests.

Brothers Mike and David Trathen, who had been managing ATL's Yelloway Trathen business, formed a 50/50 company with National Express.

The company operates 20 coaches, eight single-deckers and 11 Neoplan Skyliner double-deckers. Its latest Skyliner was shown at the World Travel Market.

Jewel House closed

THE annual clean-up of the Crown Jewels has been brought forward for 1990, leaving the Tower of London's Jewel House closed from January 8 to February 5. Operators have been asked by the Historic Royal Palaces to amend excursion itineraries to reflect this.

Awards for Devon General

MAIN Transit Holdings subsidiary Devon General has won the West Country Tourist Board's 'Winning Welcome' Award for the 'most imaginative and innovative travel package' in 1989.

And the same travel package was runner-up in the wider based English Tourist Board's 'England for Excellence' transport section awards, pipped to the post by Flight's of Birmingham.

The awards were for the company's 'Round Robin Tour', brainchild of sales manager Mike Palmer and part of Transit Holdings chairman Harry Blundred's belief in providing 'new and innovative products for the tourist industry', according to a company spokesman. Round Robin picks up passengers with through tickets from anywhere in East Devon and takes them to the Paignton area.

With the standard fare from Paignton at £6 adults and £4 children, the tour includes a steam train journey to King's Weir, the ferry to Dartmouth, a cruise up the River Dart to Totnes and the bus back to Paignton. Passengers may stop off for sightseeing, shopping or refreshments at any point on the flexible tour. The tour is now in its third year of operation and has generated a 92 per cent growth in traffic.

Meanwhile minibus entrepreneur Blundred has launched his first Docklands Transit service South of the Thames in London. The new D21 service, between Lewisham and Surrey Quays, will run on an average 7-8 minute headway.

A team of 12 drivers will man the eight Mellor-bodied Ford Transit minibuses on the route - which runs through Greenwich and the Pepys estate to the Surrey Quays Shopping Centre. It will bring Dockland Transit's operational fleet to 60 vehicles - although planned expansions will more than double this figure.

According to Blundred; 'When the Silvertown phase in the Royal Docks area is operating, I estimate we will have a fleet of 130 minibuses.' He did not discount the use of bigger buses and added: 'Substantial growth, for example the increase in necessary minibus frequencies to two minute headways, may force us to reconsider the carrying capacity of the vehicle used.'

One hundred Transits are housed at Dockland Transit's Silvertown premises, and the excess capacity will be used for plans to extend existing Docklands services. For example, the Tower to Tobacco Wharf route is being extended from both sides, through to Liverpool Street in the West and the Isle of Dogs in the East.

This latest phase in the expanding services of Docklands Transit is the eighth new route since March this year.

Devon General's 'Round Robin Tour' is part of chairman Harry Blundred's belief in 'providing new and innovative products for the tourist industry'.

Cityline 500 serves Edinburgh bus station

CITYLINE 500, the Edinburgh-Glasgow express coach service started in October operated jointly by Edinburgh-based Silver Coach Lines and Green's Coaches of Kirkintilloch, now runs from Edinburgh Bus Station.

According to Ivan Ford of SCL: 'Our half-hourly luxury coach service has moved from its kerbside terminus in St Andrew Square to a new departure point on Stand B7A inside the bus station. It will give Cityline customers a sheltered waiting area and easier connections with other bus and coach services', he added.

Silver Coach Lines run a peak vehicle requirement of three Kassbohrer Setra integrals, while Green's run three Volvo B10Ms with Jonckheere Deauville bodywork on the seven day service.

Cityline was first introduced with departures in between the incumbent Scottish City Link services - who ran on the hour and half hour from both ends. However, its departures at quarter past and quarter to the hour are now supplemented by City Link coaches - which is fiercely defending its original express service.

Promotional push

SALLY Line is courting the coach industry with offers to help support operators' promotional efforts.

Its Customline service, for operators taking coaches on its Ramsgate-Dunkirk crossing, provides operators with 250 brochures and five posters relating to their destination and overprinted with the operator's logo, an AA route finder and a detailed route map.

Quality overnight packages are also available through links between Sally and hotel chains.

£300,000 profit share

PRIVATISED ex-National Bus Company subsidiary Eastern National is paying out its third pofit share bonus since it was bought out by its management in 1987.

Its £300,000 bonus pay-out, in the company employees' wage slips the week before Christmas, will amount to £225 for each worker. The bonus is calculated on Eastern National's anticipated trading profits for 1989. MD Geoffrey Clarkson said: 'On an annual turnover of £26 million in 1988 we achieved a £2.2 million operating profit' - representing profit to turnover of 8.46 per cent.

Such good results were achieved despite losses, which Clarkson refused to quantify, incurred with the company's Lille-based subsidiary in 1988. Eastern National divested loss-making French-based coaching business Voyage National from its operational portfolio - and its holding company, Gurna Holdings, appointed a receiver after failing to find a buyer early this year.

Although the business was restarted by Kingston-upon-Hull City Transport, French company law meant the business was not sold on, which may have meant Eastern National writing off the value of some of its assets.

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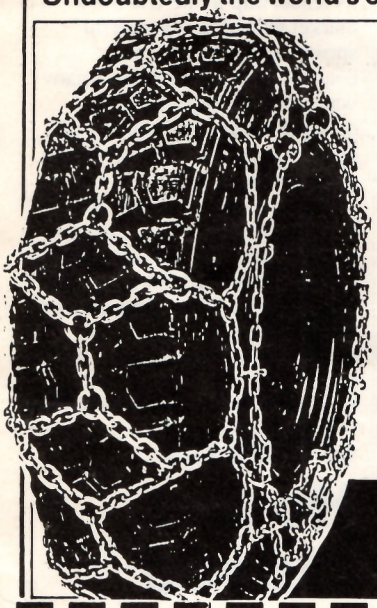

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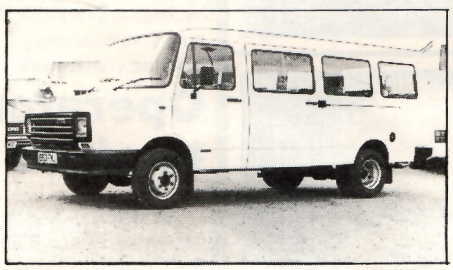

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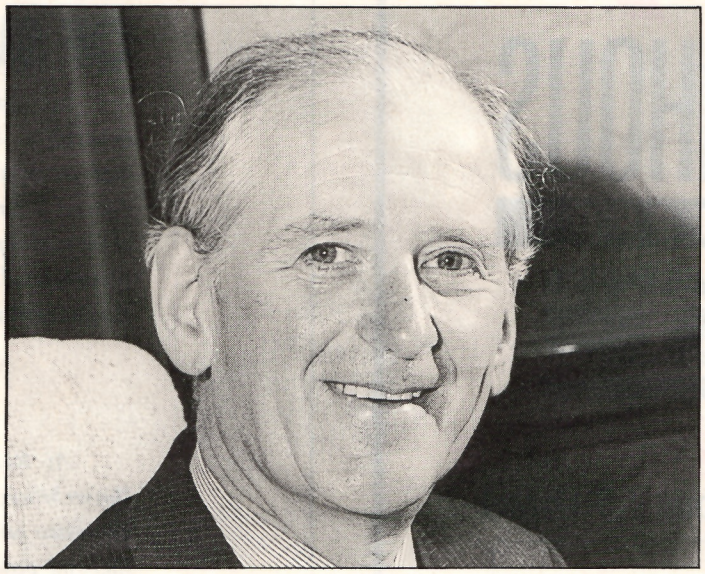
People on the move



MERSEYBUS chief executive and managing director Gwyn Thomas is to retire at Christmas after 44 years in passenger transport. He began his many years of service with Liverpool Corporation Passenger Transport Department in 1945 and, since then, has held a range of posts. He is a vice-president of the Bus and Coach Council, director of Bus and Coach Training Ltd and emergency county inland transport co-ordinator for Merseyside.

Gwyn Thomas

PLAXTON'S managing director of manufacturing services, Neil Beresford, has been elected chairman of the Society of Motor Manufacturers and Traders PSV section.

Beresford succeeds Trevor Webster, who has held the post for nine years. New deputy chairman is David Cherry, chairman and managing director of Northern Counties.

THE managing director of Fareham-based People's Provincial, James Freeman, is to relinquish his position in the new year after three years at the helm.

Rodney Pangbourne

RODNEY Pangbourne has been appointed finance director of London Buses, replacing Clive Hodson. Hodson became managing director earlier this year.

Pangbourne comes from LRT, where he was responsible for financial and management accounting. He lives in Fareham, Hants.

The future takes him to light rail transit programmes. On announcing the move, Freeman said: 'A lot of this company's strength has derived from employee co-ownership which has made People's Provincial quite different from other bus companies.' Freeman's job is currently being advertised in the Press.

P & O European Ferries has appointed Mrs Nicky O'Reilly new head of public affairs, replacing Allan George.

Nicky has extensive PR experience, is former chairman of the Institute of Public Relations, in Scotland, and her last post was as head of public relations with the Food and Drink Federation.

* Lightwater Valley theme park, near Ripon, has appointed former Alton Towers man David Thornton as new marketing manager. Thornton (26) is widely experienced in the music and entertainments business.

George Higgins

THE new voice on the 'phone at John Handley Uniforms is George Higgins, formerly a sales director at Firths Furnishings. Higgins will be collating orders for Handley's range of operator clothing.

John Bell

FORMER Arlington fleet sales manager John Bell has found another post - as southern region sales manager for Reeve Burgess.

Bell's 23 years of experience and expertise gained in engineering with smaller, coachbuilt, vehicles should, says Reeve Burgess, make him something of a catch...albeit one in a shrinking pond.

Living memorial

A MEMORIAL to the Edmunds Omnibus town service from Rassau to Ebbw Vale, sold in August, will be carrying passengers - it's a National Welsh Bustler minibus incorporating the Edmunds livery.

The bus was unveiled recently by Michael Foot at Ebbw Vale Shopping Centre. It sports the green and cream Edmunds colours, incorporated into the yellow Bustler livery, and is named Clarisse Jane Edmunds after the founder's daughter, who died recently.

National Welsh bought the service from Edmunds after the firm had run it for 63 years. Ironically, it faced competition from National Welsh and had become unprofitable. Edmunds is now concentrating on its contract and hire coach work.

Operator to close

AFTER 63 years of trading, Scottish operator Wiles of Port Seton has decided to close its doors after Christmas.

A victim of circumstance, the firm had relied heavily on colliery bus work and two local services - these subject to competition from subsidised Lothian Regional Transport buses - to keep it running. The collieries closed in late August and now Wiles is to close with it.

Partner Tom Hood said it was a very sad day: 'We haven't finalised plans for the sale of the eight vehicles and site yet.' The present owners took over the Wiles business in 1972.

Death of a dream

YORKSHIRE Tours, which specialised in holidays to Eastern Europe, has called in the liquidator after a year of difficulties.

The business was started by Laurie and Ida Shaw, who have both recently died. It was subsequently set up as a limited company, with its managing director Linda Clare, but has not managed to survive.

'It's a dream we had which, sadly, did not come true,' said Linda Clare. The company hired its vehicles, and it is not known whether the liquidator will be able to salvage the company's name and goodwill to offset any debts which may remain.

Coach and bus registrations continue to fall

Volvo: Still rising faster.

NEW bus and coach registrations are continuing to slow down, as the latest Society of Motor Manufacturers and Traders figures reveal.

In one month, the rate of growth has slowed from 18.3 to 15.1 per cent over 12 months. At 157 vehicles, November registrations were 7.1 per cent down on 1988.

In the 12 months from December 1, 1988 to November 30, registrations of new vehicles (excluding some imported integrals and van-derived mini/midibuses) rose by 398 vehicles in the same period of 1987/88 to 3,040.

Compared with the 12 month period to October 31, the figures show continued accelerating growth by Volvo - up from a 24.2 per cent rise a month ago to nearly 29 per cent - and by the 'other imports' sector which includes several of the Continental integrals.

Dennis, Leyland, DAF and Scania all show slower growth, while MCW's disappearance is reflected in accelerating decline in registrations of Metrobuses and Metroriders built by it and Optare.

DAF's slowdown marks a turning point. A month ago, its registrations were rising at an accelerating rate, as Optare-bodied SB220 bus registrations made up for fewer coach registrations.

Manufacturer	Dec 88-Nov 89	Dec 87-Nov 88	% change
Leyland	1,093	737	+48.3
Volvo	754	586	+28.7
MCW/Optare	277	607	-54.4
DAF	259	209	+23.9
Dennis	236	191	+23.6
Scania	143	123	+16.3
Duple 425	23	25	-8
Bedford	0	53	-5,300
Renault	3	0	+300
Other imports	202	110	+83.6
Other British (CVE?)	46	0	+4,600
Total (includes a few excluded from above)	3,040	2,642	+15.1

Source: SMMT

AML contract maintenance

AML International, the Hounslow-based corporate travel and entertainment specialist, has acquired a new workshop for both in-house and contracted out maintenance at its Albion Road premises.

According to MD Chris Lambert, AML rents its yard from Hounslow Coaches and runs four specialist LAGs, three Panoramics and what is claimed to be the only LAG three-axle TriStar PSV in the country (a non-PSV TriStar is used by British Car Auctions.) Hounslow Coaches, engaged in schools contracts and private hire, has reduced its fleet from 14 and now runs three Ford Plaxton 53 seaters.

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NEW COACHES

IMMEDIATE DELIVERY

DAF SB 2305 DHS – ALGARVE. Executive, low driver, 49/53 recliners, courier seat, double-glazed, curtains, centre sunken demountable toilet, centre door, gangway carpet, Blaupunkt radio/PA/cassette.

DAF SB 2305 DHS – ALGARVE 3.35m. Touring Spec. Low driver, 51/53 recliners, courier seat, centre door, tinted windows, curtains, gangway carpet, Blaupunkt radio/PA/cassette.

EARLY DELIVERY

VOLVO B10M GL – ALGARVE 3.35m – EXECUTIVE. 49/53 recliners, courier seat, centre demountable toilet, centre door, tinted double glazed, curtains, gangway carpet, Blaupunkt radio/PA/cassette.

VOLVO B10M GL – ALGARVE 3.35. Touring Spec. 53 recliners, courier seat, full height rear continental door, tinted windows, curtains, centre carpet, Blaupunkt radio/PA/cassette.

DAF SB 3000 DKV – ALGARVE 3.55m 49/53 recliners, courier seat, centre sunken demountable toilet, centre door, tinted windows, curtains, Blaupunkt radio/PA/cassette, driver's berth, centre carpet.

MAN 10.180 – ALGARVE. 35 recliners, courier seat, tinted windows, curtains, centre carpet, Blaupunkt radio/PA/cassette.

CAETANO OPTIMO GL. Choice of 18 or 21 seats.

USED SELECTION

HEAVYWEIGHT

1986 (D) DAF SB2300 DHS – CAETANO ALGARVE, 49 recliners, centre sunken toilet, centre door, berth, fridge, boiler, boxed/wired for video, radio/PA/cassette, (choice of two).

1986 (D) DAF MB230 DKVL – DUPLE 340, 53/55 recliners, power door, rear o/s sunken demountable toilet, continental door, berth.

1986 (C) DAF – BOVA FUTURA FHD, 49 recliners, courier seat, centre sunken toilet, centre door, double glazed, curtains, berth, boiler, wired for video, radio/PA. (Choice of 2, 1 with private plate)

1985 (C) VOLVO B10M GL – CAETANO ALGARVE. 51 recliners, courier seat, double glazed, curtains, berth, rear sunken toilet, continental door.

1985 (C) DAF MB200 DKFL – CAETANO ALGARVE, 53 recliners (retrimmed), courier seat, Telma, plug door, continental door, tinted windows, curtains.

1984 (PP) VOLVO B10M – BERKHOF ESPRITE, 53 recliners, courier seat, Webasto.

1983 (Y) VOLVO B10M – BERKHOF ESPRITE, 47/49 recliners (retrimmed), courier seat, centre sunken demountable toilet, centre door, berth, double-glazed, Telma, blinds.

1983 (Y) DAF MB200 DKFL – VAN HOOL ALIZÉE, 49 recliners, courier seat, centre toilet, boiler, fridge, Webasto, wired for video, radio/PA/cassette.

1983 (Y) LEYLAND TIGER 245 ZF – PLAXTON PARAMOUNT 3500, 49 recliners, courier seat, double-glazed, curtains, berth, rear sunken toilet, continental door, drinks machine.

1982 (X) LEYLAND TIGER 218 ZF – PLAXTON SUPREME VI GT, 51 recliners, double glazed, side locker, power door, Bristol dome, radio, soft trim.

USED SELECTION

BEDFORD

1987 (D) BEDFORD YNV – CAETANO ALGARVE, 57 seats, power door, side lockers, soft trim.

1986 (C) BEDFORD YNV – CAETANO ALGARVE, 53 recliners, tinted windows, curtains, continental door, soft trim, power door, radio/PA/cassette.

1979 (V) BEDFORD YMT – DUPLE DOMINANT II EXPRESS, 53 seats, Bristol dome, power doors, tinted windows.

1978 (S) BEDFORD YMT – DUPLE DOMINANT II, 53 seats, Bristol dome, side lockers.

MINIBUS SELECTION

1988 (E) IVECO 49.10 – CARLYLE. 25 moquette seats, power doors, soft trim.

1987 (E) IVECO 79.14 CAETANO VIANA, 19 seats, manual door, heaters.

1987 (D) TOYOTA – OPTIMO GL, 19 seats, power door, tinted windows, soft trim, forced air, reading lights.

1986 (C) IVECO 79.14 – CAETANO VIANA GL, 19 seats, power door, reading lights, forced air, soft trim.

1980 (V) MERCEDES 608D – REEVE BURGESS, 18 seats, parcel racks, radio.

The year quoted denotes the year of first registration, not necessarily the year of manufacture.

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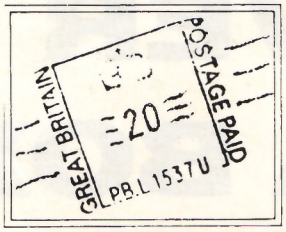


Send your letters to: The Editor, Coachmart, EMAP Response Publishing Ltd, Wentworth House, Wentworth Street, Peterborough PE1 1DS

SIR

John Hibbs doth protest too much (*Coachmart* 23 November) that there is no such thing as a free lunch.

The market may, at Professor Hibbs prompting, be ensuring that the bus industry has comprehensively grasped his thesis that there is no such thing as the free provision of goods and services even if it may appear so at the point of consumption.

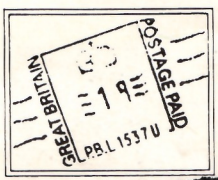
Would that this principle was as well understood in the academic sphere. I am reminded of the experiences of a colleague approached by Dr Hibbs as part of a research project.

He responded saying that he would be delighted to supply the information but also pointed out that his time was a valuable commodity and a charge would therefore be made for any consultation.

At this point, I understand, interest ceased. The importance of pricing as a mechanism to allocate scarce resources would appear to have somewhat more vigorous application at the bus stop than it does in the common room.

William Coupar
Chesterfield

No such thing as a free lunch



Send your le
The Editor, Coac
Response Pul
Wentwort
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Peterborou

Sir

May I come back on Geoff Stephenson's comment (Coachmart [illegible] ember) on my own earlier [illegible] pocket.

overseas countries, Geoff Stephenson must face two other questions. One is to explain why 'public conveniences' in Britain tend to be nasty, dirty and smelly; the other is whether we want [illegible] ptionist government polic[illegible]

Nostalgia Corner

SEDDON PSVs seem to have come and gone a number of times during the past forty years with restricted interest in the launch of any vehicles, and perhaps even less regret at their passing.

To be fair the Oldham based company was predominantly a truck manufacturer. Excursions into the UK bus and coach market were in response to changing market conditions. Recent examples include the Seddon Pennine 7 built to SBG requirements, and the RU, developed in 1969, to fill a gap created by enthusiastic demand for Bristol RE type chassis.

Photographed is an early post-war Mark 4 with Santus 30 seat coach body. The chassis evolved from Seddon's first 5/6 ton forward control light truck.

Fitted with Perkins P6 diesel engine, 12 inch clutch, 5 speed constant mesh gearbox, and vacuum brakes, the chassis had a 14ft 11in wheelbase and longer leaf springs for PSV application.

Santus Motor Body Works of Wigan were established in 1930. Production of coach bodies was mainly for local buyers in the North West, so it is unusual for this coach to have been purchased by Dorset operator, Vincents of Thorncombe.

The bodywork incorporates a pronounced curve in the waist line, which was a Santus trade mark. Seddon supplied the front assembly with the resulting full-front design and chrome bumper.

In common with many other products of the Woodstock factory, the Mark 4 had reasonable success in export markets. It established a reputation for good fuel economy, although sound and heat insulation for the front-mounted engine left something to be desired.

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Boost for Godson fleet

This DAF SB2305 DHS has joined the fleet of Godson Coaches. Salvador Caetano (Heather, Leicestershire) supplied the coach to the Leeds operator. With Caetano Algarve 3.35 bodywork the specification includes: 51/53 reclining seats, courier seat, tinted side windows, full draw curtains, centre continental door, radio/PA/cassette, plug door, full soft trim and centre gangway carpet.

Fleet boost for Linkline

Supplied by Kirkby Bus and Coach, Anston, these two Volvo B10M/Plaxton 3500s will operate for Linkline Coaches, Harlesden.

South East operator, Linkline, was purchased recently by Paramount Leisure, the coaching subsidiary of PMT, Stoke-on-Trent. The new Volvos will bring the Linkline fleet up to ten.

Photographed are two Paramount Leisure staff with operations manager, Carl Cornes.

Second Volvo for Steve

Havelet Leasing has assisted Steve Hedley with the purchase of his second Jonckheere bodied Volvo B10M GL.

The P599 Deauville will join the fleet of West Kingsdown Coach Hire, Kent. It features rear sunken toilet, double glazing, full draw curtains and Webasto heating.

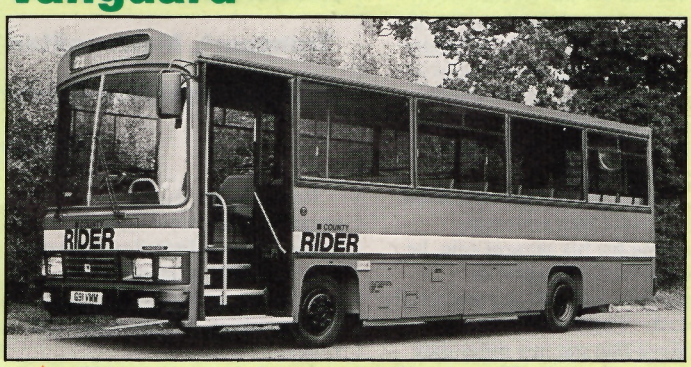
Hat-trick for 'Uniliner'

Pictured is the latest Optimo to join the fleet of Cofton Coaches of Rednal, Birmingham.

Operating as Cofton's 'Uniliner', the Caetano Optimo is the third to join the fleet on executive work. It is to GL specification with: 21 seats, power door, reading lights, forced air ventilation, radio equipment, soft trim and gangway carpet.

The mini-coach was supplied by Salvador Caetano (UK) Ltd.

County Council in the Vanguard



This photograph features one of two new Wadham Stringer Vanguard II buses to be delivered to East Sussex County Council.

Based on Leyland Swift LWB automatic transmission chassis the deliveries to the County Rider service follow an earlier order for a SWB Vanguard II Swift.

The new vehicles have a maximum capacity for 34 seated and 10 standing passengers. A rear mounted Henderson lift assists with the loading of up to four wheelchairs.

In addition the bus features a Hanover electronic destination display.

GUARDIAN OF PUBLIC SAFETY

"This man can read and write" said the mandarins of Whitehall and - according to the man himself - forthwith appointed Air Vice Marshal Ron Ashford, out of 70 applicants, as Metropolitan Traffic Commissioner.

Speaking at a capacity Chartered Institute of Transport's meeting in Hertford's Castle Hall, Ashford started his address on the time-honoured CIT subject of the 'Traffic Commissioner's Role by talking about his background.

Many cynics say becoming a traffic commissioner requires attendance at Sandhurst and at least a Brigadier's rank, or other services equivalent, and it would seem the Air Vice Marshal is no exception to this general rule. However, Ashford explained he was a 'grammar school' lad - but whether it was a posh independent or local authority school was left unexplained. Whatever it was, it propelled him to Bristol University, where he studied law.

Forsaking the silk and horsehair for the flying jacket, Ashford joined the RAF for 33 years - and it was his voluntary retirement from the services in 1985, at the age of 55, which encouraged him to join the like-ranks of the nation's Traffic Commissioners.

Although his legal education must make him eminently suitable for his present role, he said he was no expert on transport, and self-depreciatingly joked: "The Establishment believe that the last thing they want is someone who knows the job". But he said he was an expert on "loos, both Royal and public", speaking of his role in the organisation of the Silver Jubilee Royal Review which catered for over 200,000 visitors. "Obviously", he joked, "Organisational skill with regard to loos is appropriate experience for a Traffic Commissioner".

At a meeting held by the Bedfordshire & Hertfordshire Section of the Chartered Institute of Transport, Metropolitan Traffic Commissioner Air Vice Marshal Ron Ashford had many controversial things to say.

But his capacity for organisation is now well utilised, as the Metropolitan Traffic Area covers still-regulated Greater London, as well as spreading into Hertfordshire, Surrey, Kent and Essex.

And herein lies a problem (see Factfile), as the size of the Metropolis exceeds the Area staff's capacity for effective control. One of the main problems was the inability of the Area to recruit and retain staff. With the maximum salary for a traffic clerk at around £7,000 this should come as no surprise, particularly in London.

Metropolitan Area Factfile

HGV Operators	**15,300.**
PSV Operators	**800.**
Drivers	**150,000.**
Vocational Licences issued(per annum)	**60,000.**
Area Inspectors	**25.**

Ashford said: "Recruitment problems create a lack of continuity and stability. This does not produce the standard of service to which operators and the general public are entitled." And this problem must be very frustrating when one considers Ashford's vision of his role.

"The Operator Licence requirements in effect make me a guardian of public safety", said Ashford producing the figures on accidents. "HGVs are involved in 84 per cent more fatal accidents than private cars - and they are lethal". But, according to Ashford's statistics, PSVs are "twice as bad".

The requirements that the operator must be a "fit person", means, according to Ashford, that the person should not have committed too many offences. And the operator should be of "good repute", a suitably hazy concept which "may or may not include wife beating", according to Ashford. But the sort of thing it definitely does include are such offences as the non-payment of excise duty, smuggling in HGVs and illegal tipping.

Of course Ashford was talking about PSV and HGV operators, but both have to have satisfactory arrangements for adherence to the drivers' hours regulations. Another facet involves the tricky subject of weights, and he brought out of his hat another statistic: "3O per cent of HGVs stopped were overloaded".

"We spend a lot of time weighing vehicles - Whitehall seems to like it. But it is a sad fact that there is no point in weighing more vehicles if we are getting the same answer". His prescription was to increase penalties for non-compliance, as the powers that be were concentrating on this when they should be paying more attention to other abuses.

Said Ashford: "The significant abuse on drivers' hours and rest periods is more worrying than overweight vehicles", and he said the main way of checking this was a proper analysis of tachographs.

Under the 'O' licence requirements for maintenance the operator has to satisfy the

Commissioner that suitable facilities for maintenance are available. For operational bases, all transport undertakings must have a place "off the highway which has sufficient room and is safe". In section 14 of the 1981 Act there is no mention of operational bases, and where there is some mention, as in section 12 subsection 2, no definition of an operating centre is laid down.

Ashford was forced to reach the conclusion that, as far as statute law was concerned, "any piece of land would do". As far as the Traffic Commissioner was concerned, this lack of specifics represented a "large gap in the law". One wonders if it is large enough to "drive a coach and horses" through it.

However, Ashford created the impression this was not his main worry, emphasising instead a general "complacency" over maintenance. Quoting from the Vehicle Inspectorate statistics, he said 20 per cent of vehicles failed both annual checks and spot checks, adding that the standard of maintenance of both HGVs and PSVs was "low". For him, the prime concerns were defects on such items as steering and brakes.

He emphasised that vehicles should be inspected every six weeks or 4,000 miles. Moreover, inspections were

"safety checks" rather than a programme for maintenance.

Regarding the "financial capacity" of 'O' licence applicants, Ashford was also emphatic: "It is not my job to set barriers to entry to the industry" - an activity many incumbents in the industry, would apparently like to see him involved in. However, despite saying "this is not what I'm about", the Commissioner felt running vehicles was a costly business. As a rule of thumb he used the figure of £5,000 per annum for one 5-ton vehicle, which, in his words, was "not too severe".

Of all 'O' Licence requirements, Ashford said those for "professional competence" were the ones he held in least regard. In particular, all "Grandfather rights" meant to Ashford were the operator could drive a PSV or HGV and "read the Daily Mirror".

And he had equally damning things to say about the CPC examination. The fact that a "twelve year old could pass it" meant it "did not prove very much". On top of this, many operators did not hold their own CPCs - but he stressed: "The CPC holder must be in the full-time employment of the operator", concluding: "it appears many operators aren't too good at reading and writing".

However minimal the requirements for professional competence, if they are not met the Commissioner has a disciplinary function which ultimately could mean the original 'O' licence may whither. He said he dealt with 5,000 applications last year, and 23 existing licences were revoked, 22 suspended, 45 applications refused and 80 subjected to the lesser action of "the sharp edge of my tongue".

Sixty per cent of Ashford's enquiries were concerned with discipline, but very few were on the subject of maintenance. He put this down to the lack of correlation between vehicle checks and the methodology of enquiries, as well as understaffing in the Area office. In fact: "Many operators have not had a vehicle checked in 10 years", he said.

Environmental issues constituted 65 per cent of all tribunal appeals in the Metropolitan Area. Many concerned the issue of whether or not operational bases were in fact "off the road".

The environmental provisions of the Transport Act allowed residential objections to the existence of operating centres, with councils also having powers to object. But there were, however, "subtle differences between individual and council objections", according to Ashford - with "lots of esoteric case law which was onerous and burdensome".

Ashford also spoke on the subject of last summer's Almond Review on road transport, summarising it as an attempt to reduce the bureaucratic burdens on the transport industry. Most appear to affect the road haulage industry, although some proposals touch the PSV side - for example, although relaxing CPC requirements for operators of smaller trucks, it is proposed those subject to the requirements should have their licences reviewed every five years. "This would serve a useful purpose", said Ashford, "As it would give the Traffic Commissioner an update and tighter control."

However, Ashford said there were anomalies on the PSV side, and homed in on the proposal to drop 'O' licence requirements for those operating small minicoaches for eight or less passengers. Ashford said: "This leaves a strange gap between taxi and bus operations, as taxis would still be regulated - very odd."

Looking at the work of John Palmer, who is a deputy secretary for the DTp, Ashford picked out a number of proposals for attention. In particular Palmer's assertion that Traffic Commissioners were too "lenient and inconsistent" concluding the need for a "single national licencing authority" dealing with both HGV and PSV operation - but to be policed by the Traffic Commissioners.

Together with the proposed amalgamation of Area Office inspectors with the Vehicle Inspectorate and the rationalisation of Traffic Area Offices down to four, Ashford felt the Commssioners were being "harshly criticised" - and the different circumstances existing in different areas had not been sufficiently taken into account.

He also looked at the proposal that the regulation of local bus services should go to local authorities, away from the Traffic Commissioners. In Ashford's view, this would create expensive "double handling".

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KEEP IT IN THE FAMILY

Coach company expansion is frequently measured according to fleet size. But Mike Morgan investigates the case for fleet contraction as an alternative route to success.

Three of the five partners in Jalna Coaches: Keiron Stone is seated with brother Andy standing alongside his father Alan.

When Alan Stone started running taxis from the South Derbyshire village of Walton-on-Trent in January 1960 it is doubtful if he could have predicted running to destinations like Cerva-Porat, Lido Di Jesolo, Lofer, or Sorenberg 30 years later.

Changes in the Stone empire have taken place in distinct stages, which are not unrelated to the geographical location of the company. A close look at a political map of Britain has some surprises for the uninitiated. The Boundary Commission accepted the meanderings of Rivers Trent, Dove, and Mease to arbitrate the allocation of population between the counties of Staffordshire, Derbyshire, and Leicestershire. Consequently a five mile move to Church Gresley in 1966 kept the business in Derbyshire, but a hundred feet further would have placed it in Leicestershire, or a move to the opposite bank of the Trent would have placed it in Staffordshire.

Any confusion that may have arisen has been turned to the advantage of the business.

Company name

My visit to Church Gresley had been prompted by the magnetic draw of returning to the area where I courted the bus and coach industry 21 years ago. Then the name Jalna adorned some very mundane and unexciting vehicles, remembered more for a distinctive colour scheme than the routes operated.

During the six year gestation period at Walton, the business developed from taxi, to minibus, and then to its first coach - HTY 818 a two-stroke Commer/Plaxton acquired from Yates. The trading name of Jalna was inspired by a TV series of the era. Today's travelling public assume some connection with India or Australia, but the decision was more pragmatic, because it attracted instant attraction at the time when the company was establishing an image.

Alan and Audrey Stone had used the name for their new house in Walton, so its transposition to Jalna Taxis became logical. Land had been rented from a local farmer and its development was both difficult and unrewarding. The Jalna clientele expanded along an inevitable path as demand for transport from Walton and neighbouring villages into Burton grew with the company's reputation. Requests for private hire and day trips from groups larger than could be accommodated in the BMC J2 minibus, were initially organised in collaboration with John Lloyd's Viking Coaches at Woodville.

The operation of the J2 was a pioneering exercise for Stone. He undertook the conversion work himself, overcoming construction and use regulations to enable it to be operated as Jalna's first PSV. Not only had fleet strength reached five by the time of the move to new premises, but Stone's conversion skills had been confirmed.

Also the primrose/blue/red colour scheme had been established. In common with a number of operators the choice followed the purchase of a second hand vehicle. In this case a Bedford painted in the colours of a rugby team for defunct operator Queen of the Road, Sheffield.

Family Stone

Coincidentally the Stone family numbered five. Keiron was helping mum and dad with the youthful enthusiasm that was to prepare him for a more influential role in later years. Andy and Melanie were not far behind. All five form the partnership now owning the coach company.

I was surprised to discover that although Jalna Travel was a travel agency owned by Jalna Conversions Co Ltd, the coach side of the business was the family partnership without the benefit of limited liability. Jalna Conversions evolved from Alan Stone's growing expertise in coach conversion work and was operated, until five years ago, as a separate company. Conversions were undertaken for other operators as well as the associated coach business. Jalna's A reg Volvo B10M with LAG Galaxy bodywork was equipped with full depth continental door,toilet, and catering facilities by Jalna Conversions, but the activity was wound down following the growing trend by coach bodybuilders to incorporate such equipment as standard.

A travel agency had been created, being complementary to the coach activities and this was incorporated under the ownership of the limited company to provide protection for the family, and also to consolidate its separate existence for the benefit of ABTA membership.

Keiron Stone, who is now largely responsible for running the 'office' side of the coach operation, said that, on accountants' advice, the coach business was not given a separate corporate identity. As a Limited Company the family would have their liability for monthly accounts limited in the event of liquidation, but this would not include liability for "finance debts". Each coach in the current fleet has been bought on finance - the latest being a G reg Volvo/Jonckheere Deauville purchased, with the help of Havelet Leasing, from Jonckheere UK in Northampton. Signing on the dotted line gives personal liability to the signee, so no protection could be offered by company status.

A further disadvantage would accrue from additional tax and National Insurance liability - estimated by the partnership to be worth £4,000 per annum. Present income tax and national insurance payments reflect self-employed status. Another benefit derived from partnership status is that final accounts are not subject to the exacting audit requirements of a limited company.

Accountants' advice is taken when it comes to choice of financing for vehicle purchase. The Deauville is the first on a pure lease - previous deals have ▶

used hire purchase arrangements. Alan Stone stressed that any future decisions would depend upon pertinent tax regulations.

Vehicle operation

Jalna spray-paints all its own vehicles - having raised the workshop roof to accommodate the Setra Imperial double decker acquired second-hand through Kassbohrer (UK) Ltd during the early part of 1989. However, the Volvo/Jonckheere purchased on October 4th, 1989 was still in dealer white livery at the time of my visit. Alan Stone told me the delay was entirely due to pressure of work, but an unexpected bonus had been a one day contract from JCB for an unmarked coach. Disguised with JCB trade marks the chameleon like B10M had provided transport for a party of French VIPs visiting a new plant in Rugeley.

Although Jalna has a 12 vehicle 'O' licence, there are only four other vehicles in the fleet. A mixture of Volvo, Setra, Jonckheere and LAG compose the entirely non-UK vehicle profile. This is in marked contrast to earlier days of operation when the fleet had been predominantly AEC. Volvo B58s had been tried but, after flirting with two Bristol LH's in the early 1970's, the company returned to the tried and trusted AEC - the last being a new S reg example.

Andy Stone has responsibility for maintenance. AEC spares remain in stock following some precautionary purchases and he revealed that, with extensive experience of both the Southall product and its spares situation, Jalna had few problems in maintaining a high level of AEC reliability.

Each Jalna vehicle has an individual name. Self-adhesive vinyl lettering is now used after problems with the vehicle wash damaging signwriting.

The X reg Setra has the distinction of being the first sold by Jim Shuttleworth for Kassbohrer (UK) Ltd. Although some expensive special tools are required Andy Stone described the Mercedes- Benz powered coaches as being ' a mechanic's dream". He also said that, but for cost, "my mother would have liked an all Setra fleet".

Satisfaction with Setras extends to handling - notably with the double-decker, which Keiron Stone describes as being so stable that it handles like a single-decker. Unlike DAF and Volvo, Setra do not provide a 24 hour parts service in the UK, but, profiting from the lessons learnt when running AECs, Andy overcomes any potential problems by a combination of predicting snags and maintaining a stock of spares.

Experience of Volvo chassis has exposed suspension mounting problems, caused by high floor bodywork, and resulting additional stresses. Some small teething troubles have been experienced with the latest Volvo - including leaking rear near-side suspension causing the coach to list to port when parked. In some respects (front suspension and axle location system) Andy considers that Volvo have made the Mark III chassis unnecessarily complex.

Drivers

Jalna drivers are paid a salary in an attempt to boost status and avoid unnecessary income fluctuations. However, the real problem with driver retention is demonstrated by the fact that only two are employed throughout the winter months. This may seem strange in view of a successful involvement in ski tours, but is explained by the ability of four of the partners to drive. Audrey Stone, although restricted to smaller vehicles,has been a recognisable personality behing the wheel of Jalna Coaches.

Some coach operators engaging in continental tours face problems with what Keiron and Andy Stone termed "black journeys" and unofficial stops - both encouraged by low wage levels. The Jalna solution is to pay a good wage together with commission on excursions while on tour.

Ski tour drivers are encouraged to ski while at the resort, an arrangement reached in agreement with InterSki for whom Jalna are operating 24 departures this season. By general consent drivers who ski have a better rapport with their passenger and are less likely to be bored. Wisely they are discouraged from skiing on the last day. One part-time driver is so enthusiastic that he devotes five weeks of his winter to ski trips, taking his own skis. With regular runs to the Alps, Jalna drivers are less inclined to take risks, which may result in broken limbs.

Contracts

Keiron Stone regards Ski contracts as important enough to

Two Setras from the Jalna fleet during a rare period of inactivity.

have sustained the company over the eight winters since the coach operation underwent the dramatic transformation from a fleet of 16 to six. Vehicles ran on schools and works contracts in the immediate area. Because Viking Coaches dominated the day excursion market by holding the necessary excursion licences, Jalna did not make a serious attempt to enter that market. Instead the conversion skills of its associate encouraged a slow build up of "executive" type work.

Prior to the demise of South Derbyshire's mining industry, excursion work inevitably peaked during the pit holidays. Alan Stone took the precaution of looking further afield for regular work. The turning point came with a change of political control at Staffordshire County Hall. Ironically it was a change to Labour control that put school contracts out on a three year basis.

At a stroke Jalna lost all its school contracts at a time that coincided with the tide of social change adversely affecting profitable works contracts. The car-owning democracy reduced the need for Marley Tiles to entice workers to its out of town factory by providing works transport.

All service/dual purpose vehicles were sold, leaving Jalna to specialise in high spec coaching. Inevitably this implied continental tour work - initially for tour specialists but, following the sale of Groups International (Northampton) to Hallmarks (Coleshill), some groups such as John Lewis Partnership, have turned to Jalna. This new market is expanding by word of mouth and is organised by Keiron Stone's wife, Joanne.

Planning

The partners are well pleased with this change in fortune, which has resulted in better fleet utilization. With the fleet of six and a sharing of responsibilities between the five partners, the organisation of the day to day running of the business appeared to be well oiled, with the use of modern technology restricted to telecommunications.

A wall-mounted Sasco planner presented a clear picture of where the business (or more precisely each coach) was going. The group tours and ski contracts, together with own holidays, private hire, and some local excursions, comprise most of Jalna's coach commitment. The ex-conversion workshops accommodate in-house print equipment used to publicise tours and excursions.

Falling between East and West Midlands traffic areas, registration of the numerous local excursions within the 15 mile limit, was an onerous task. However, every conceivable local excursion destination has been registered with the co-operation of Stevenson's Julian Peddle, who willingly offered the benefits of his experience.

An added complication regarding traffic areas arises from O licence and vehicle records being held in Nottingham, whereas vehicle testing is done at Stevenson's Burton depot, in the West Midlands.

National Express

The final piece of the operational jigsaw is National Express work. Again Church Gresley falls between two areas. National Express have control offices in Birmingham and Peterborough, with registration at one precluding the other.

Requests from Birmingham for duplicates are more favourably received than a service run, because the mileage rate includes a return, and sensitive vehicle utilisation by the controller can sweeten any problems with payment delays.

Future

Consolidation is the operative word. With the fleet considered to be at optimum size for Jalna's style of operation, there is no mention of fleet expansion. Group work looks set to expand with continental destinations being preferred, because Alan Stone considered hotel provision to be superior for coach parties.

With long distance work the geographical location is turned to advantage. Jalna has a customer base stretching from Nottingham, across the East/West Midlands, down to Northampton, and even further south.

The Jalna coach partnership is very much a family business with each member pulling together for the common good. Alan and Audrey Shaw have grandchildren destined to benefit from the past 30 years' experience and goodwill. It is certainly an inheritance to justify all the commitment and hard work shown by the founders of Jalna Coaches, Jalna Travel, and Jalna Conversions Ltd. ■

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When training can really pay its way

THERE are two questions which many operators ask themselves, to which the answers are frequently inconclusive: 'How do you make a driver smile?' and 'Does training actually pay for itself?'

I was interested to read a feature, in a national newspaper, of the successes of Luton & District Transport in addressing both of these issues. One of the problems they faced in trying to polish the customer care skills of their existing drivers was that these chaps thought they knew it all and there was initial resistance to training. But once this barrier had been passed there were tremendous benefits for both the company and the drivers.

The company had also been forced to address the training of mechanics. The combined effect of this, and the vehicle sympathy engendered by driving training, has reduced their average annual maintenance cost from £9,200 to £8,900 per vehicle. This is almost a four per cent saving made as a result of training, but this is not seen as the end of the story, for yet further savings are expected.

I have always believed that it should be possible to demonstrate that training can save money. This is the best example I have came across so far. Perhaps some readers can furnish me with others.

As I have remarked before, in a competitive market where further price cutting is suicidal, one way to succeed is to offer customers something that they will not get from competitors. The marketing jargon for this is the unique selling proposition. First class customer care certainly has potential to give keen operators the edge over others.

Solution

Many operators may be in the position of wishing to do something about this, but not able to spare staff to attend courses, and also doubtful about the costs involved. A solution is now available through a combined initiative of the Training Agency and the British Tourist Authority which has resulted in the production of various 'on the job' training packages, videos and manuals. A full information pack can be obtained from the BTA, 4 Bromells Road, London SW4.

I recently sampled two of their Distance Learning workbooks, which should be particularly valuable to coach operators who want to improve the customer handling skills of their staffs. Both are priced at a modest £30 and are available from the Open Tech Transport Project, Central Manchester College, Lower Hardman Street, Manchester M3 3FP.(061 833 9858)

Aptly titled, 'Understanding Your Passenger', the first opens with a very typical 'difficult customer' situation, but makes the person using this manual look at the situation from the other side. This is the approach throughout: not to lecture but make people learn by putting themselves in the other person's shoes. It is just as applicable to drivers as to counter staff, for it examines questions such as informing passengers about problems during a journey, welcoming passengers and dealing with ticketing difficulties.

Although there may appear to be some overlap between the publications, the second workbook 'Passenger Relations and Care' does not start with the customer's view and then turn it around. It simply asks questions which the user needs to think about before he answers, like: How would you expect to be treated if you were a customer? What expectations of the service do customers have? What do they remember about the service? What influences their decision to book?

Not only does it comment upon the answers that the participant may have given to these sort of questions, it goes on to look at the difference between, and the effect of, being compliant, assertive or aggressive. All of this is in an easy-to-follow style and covering all form of communications: by telephone or microphone, face-to-face and in writing.

I found it hard to fault these work-books, but work-books are what they are. They are not designed just to be purchased, handed out and forgotten. They do require considered, and perhaps written or debated, replies to one section before moving on to the next. It is the sort of thing that a keen manager might do with four or five people in one day in the slack time between contracts. Otherwise the books might be used in conjunction with an evening session at a local technical college. These places are keen to do this sort of thing, and at very little cost too.

Reputation

My recommendation would be for operators to spend £30 or £60 on either, but preferably both, of these workbooks and then decide how they could best be used in-house to make a reputation for outstanding customer care the unique selling proposition which it clearly can be. One job gained, or one good customer not lost by a careless driver attitude, will pay for these workbooks and generate continuing financial benefits.

Quality service

CONTINUING the theme of the main item on this page, in one of the counties in which I work, the benefits of providing a quality service are becoming apparent from an unlikely quarter: the County Council.

For years and years operators have bemoaned the fact that it doesn't matter how well you do a contract, the Council will always give work to the cheapest tenderer. Scrutiny of the Committee papers for the past year shows that there have been presumptions against awarding any contracts to some six operators at one time or another during the year. Some are still on the 'blacklist' as a result of their failure to perform contracts to an acceptable standard.

This is, no doubt, a result of the Transport Act alteration which requires Authorities to get the best value for money from transport contractors. It is good to note that some Councils are able to distinguish between value for money and cheapness.

Soaring cost of Data Protection

THAT nice Mr Howe, up in Wilmslow, has written to me to remind me that I have not yet paid the £56.00 he would like to have to renew my entry on the Data Protection register. While I am not wholly out of sympathy with the objectives of the Data Protection Act it does seem a bit much that, originally, entries were free for an initial 'special offer' inducement period. They were then set at £22.00, rose to £40 in November 1987 and then to £56.00 from January 1989. Quite a good increase in four years by any standards.

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1981 VOLVO B10M Duple Dominant IV 53-sts. Many Extras MoT 1.90	£28,000
1978 LEYLAND Leopard Dominant II Exp. 53-sts. MoT 4.90	£13,000
1978 VOLVO B58 Plaxton IIM 53-sts. MoT 11.90	£17,500
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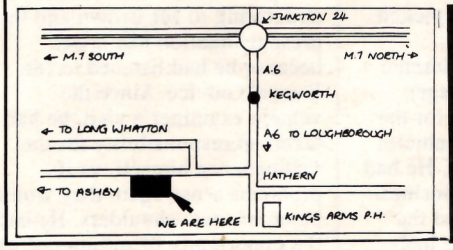

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Duration of PSV licence is cut

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WEEKLY REPORT ON LAW AND THE COACH OPERATOR

By Michael Jewell

The duration of the PSV operators licence held by Mr Edward Clarke, trading as Clarkes Tours, of Shipley, has been cut so that it now expires at the end of January.

In cutting the duration of the licence, at a Leeds public inquiry, the North Eastern Traffic Commissioner, Mr Frederick Whalley, said that would give Mr Clarke time to put a new maintenance system into operation, satisfy the vehicle examiner and sort out his transport manager situation.

Mr Clarke had originally applied to increase the authorisation on his licence from two to three vehicles, but withdrew that application at the start of the public inquiry.

Department of Transport vehicle examiner Mr Peter Smith said that he had carried out a maintenance investigation as a result of Mr Clarke's application for an increase in the number of vehicles authorised on the licence. Mr Clarke had been granted a licence for two vehicles in February, and had subsequently been given interim authority to operate a third. He inspected all three vehicles. Two immediate prohibitions were issued. The third vehicle was satisfactory. The inspection records revealed that only spasmodic inspections were being carried out. They only showed ticks to show that everything was satisfactory, with no defects recorded. The defects found should have been picked up on inspection.

Maintenance was contracted out to a commercial garage, there being no facilities for the repair or inspection of vehicles at Mr Clarke's premises. He had recently purchased the business of Ron Brown Tours, and the standard of maintenance had fallen due to ignorance. The staff consisted of Mr Ron Brown, who was the nominated transport manager, and one clerk. Following his inspection, Mr Clarke had said that the vehicles would be inspected at intervals of four weeks.

Questioned about the prohibitions by the Commissioner, Mr Smith said that the efficiency of the parking brake of one vehicle was low on one side and nil on the other. That ought to have been noticed when the vehicle was used. On the other vehicle, the parking brake efficiency was low on one side, which might not have been noticed when the vehicles was in use; there was excess smoke from the exhaust system; the emergency door warning buzzer was inoperative, and there was a fuel leakage. All those defects would have been noticed if daily checks had been carried out.

The transport manager was the previous owner of the business and he was present during his visit, said Mr Smith. Mr Brown ran the transport side as Mr Clarke was not the holder of a Certificate of Professional Competence. Some of the responsibility must fall on Mr Brown, but Mr Clarke as the licence holder had to bear the ultimate responsibility.

Mr Clarke said that he had worked for Wallace Arnold Tours before buying the business. He had wanted the maintenance of his vehicles to be 100 per cent. He had left the structuring to Mr Brown and the present situation had arisen because he had listened to Mr Brown's advice. Since the vehicle examiner's visit, he had taken on responsibility for the maintenance himself, so if problems arose again they would be on his own shoulders. He had the opportunity of selling one of the vehicles. That vehicle was not currently being used as a public service vehicle. The vehicles were being regularly inspected and all defects were rectified. Inspections were carried out every four to six weeks, with no mileage alternative, because the vehicles did not do a high mileage.

Mr Whalley said that when he applied for the licence Mr Clarke had indicated that inspections would be carried out every four weeks or 850 miles. He was now telling him something different. The inspection records produced did not give him any confidence that Mr Clarke had control over the maintenance of his vehicles.

Mr Clarke said that his transport manager had an internal illness and had been admitted to hospital. He had subsequently spent a lot of time convalescing at home. He intended to sit the CPC examination himself in January, having failed it the first time he had taken it. When he obtained his own CPC, Mr Ron Brown would cease to be his transport manager.

Asked what would happen if he was unable to obtain a CPC, Mr Clarke said that he had entered into negotiations with a large company, who would either take full control of the business or acquire part of it.

After Mr Whalley said that his information was that a local service had been operated without authority, Mr Clarke said that as far as he knew, he had authority to operate the service. However, if he had not had authority it was down to his transport manager and his own ignorance.

Mr Whalley said that before a local service could be run it had to be registered with the Traffic Commissioner. He wanted to know what Mr Clarke was going to do about it. That was why he should have a CPC, so that he would have the necessary knowledge concerning the legal side of operating. It was a very serious matter to run a service without authority, and Mr Clarke could be prosecuted and convicted in a court of law. It could result in sanctions being taken against his licence. As a PSV operator, Mr Clarke could not just do what he wanted. Just being a driver did not give him enough experience. He needed to have a CPC himself or employ a properly qualified transport manager.

Mr Whalley pointed out that the inspection sheets produced related to heavy goods vehicles and not public service vehicles, and Mr Clarke undertook to have them changed.

Mr Clarke said that the workload was sufficient for two vehicles and the decision to sell the third vehicle gave him more time to look after the other two.

In his decision, Mr Whalley said that there were grounds for him to take action. It was apparent that vehicles had been operated in a dangerous condition. Statements of intention in relation to maintenance had not been kept and a local service had been operated without authority. The transport manager could not do his job properly, and Mr Clarke could not hope to operate a business carrying passengers unless he had the relevant knowledge. The CPC examination filled in the gaps, but meanwhile Mr Clarke would have to employ someone with the required knowledge to keep within the law.

TRC partially confirmed

The Secretary of State for Transport has confirmed the decision of the South Eastern Traffic Commissioner, Brigadier Michael Turner, to impose a Traffic Regulation Condition relating to the operation of bus services along two streets in Oxford between 0800 and 1800 hours Mondays to Saturdays, but has reversed it in relation to other hours.

In November 1987 the Commissioner determined a Traffic Regulation Condition, at the request of Oxfordshire County Council, that prevented Queen Street and Cornmarket Street in the City of Oxford being used by local services, the main purpose of which was to carry passengers whose start point or destination lay outside the county of Oxfordshire, with effect from January 3rd 1988.

Thames Transit Ltd and London Country Bus Northwest Ltd appealed against that decision to the Secretary of State. An appeal by City of Oxford Motor Services Ltd was out of time. The appeals were considered by an Inspector in April 1988 and in March 1989 the Secretary of State asked the parties for further evidence concerning the effect of a Traffic Regulation Order restricting the entry of taxis into Cornmarket at certain times that had subsequently come into force, and whether a similar result could be achieved by any other Traffic Regulation Order.

In his decision, the Secretary of State said that he did not accept that the Traffic Regulation Condition was justified in order to prevent danger to road users. He noted that the Inspector concluded that as the accident figures in Cornmarket were considerably higher than the national average, it justified, to some extent, the Condition having been imposed in respect of that street. However, he also noted that it was not made clear what national average figures were being used. Moreover, he noted that the streets concerned were very short and the absolute number of accidents and injuries was small. He accordingly had some doubts as to whether it was valid to draw conclusions on the basis of national averages.

On the need to reduce severe traffic congestion, the Secretary of State said he noted that there was no definition of "severe traffic congestion" in the 1985 Transport Act. He considered that "severe traffic congestion" must be relative, depending on local circumstances. He considered that traffic included pedestrians as well as vehicles. He did not accept the definition offered by a witness at the Inspector's inquiry that "severe" meant that vehicles moved at slower than walking pace. He believed that that definition was not necessarily appropriate for a city centre nor particularly for roads where space was shared by both vehicles and pedestrians.

He noted that there was evidence before the Commissioner that there had been a significant increase in bus traffic since deregulation. That had resulted in there being queues of buses, delays for emergency services and effective restriction of pedestrians to the side areas of the roads, thus damaging the space sharing objective under which pedestrians were intended to share all parts of the roadway with vehicles. He also noted that no significant and substantive evidence was brought forward to challenge the view that there was severe traffic congestion in both streets. He therefore considered that the Commissioner was not wrong to find that there was a major traffic congestion problem in the streets concerned.

The Secretary of State did not consider that the new evidence brought forward by both sides outweighed the evidence of severe traffic congestion at the original hearing. He noted particularly the evidence given by the Fire Service. Though he accepted that the congestion was less in Queen Street than in Cornmarket, he noted that there were delays to the fire service in that street as well. He also noted that a number of expert witnesses at the Inspector's inquiry were of the opinion that congestion had improved since the imposition of the Condition. He therefore considered that there was sufficient evidence of severe traffic congestion to justify the Condition in both streets during shopping hours.

He accepted that there was insufficient evidence of severe traffic congestion on Sundays and during weekday evenings and early mornings to justify the Condition during those periods, said the Secretary of State. He noted that although Thames Valley Police had expressed the view that the Condition should apply at all times, there was nothing else in the evidence submitted since March to suggest that that would be justified. He also noted that there was heavy bus traffic between 0800 and 0900 hours on weekday mornings, and that was also a period when loading and unloading by delivery vehicles took place. However, between 0600 and 0630 hours the number of buses using the two streets was significantly lower than between 0800 and 1800 hours, and there was no evidence of significant other traffic during that half hour. He therefore considered that the Condition was only justified between 0800 and 1800 hours Mondays to Saturdays.

Having looked at the new evidence submitted by the parties, the Secretary of State said that he concluded that the exclusion of taxis from Cornmarket at certain periods had made a contribution to reducing congestion. However, he considered that it had not made a sufficiently large difference that a point had been reached where the excluded bus services could be restored without risking taking congestion back to an unacceptable level. He accepted the view of the County Council that in view of the greater size of the excluded buses, the repeal of the Condition between 0800 and 1800 hours would be likely to cause greater congestion than the reduction achieved by the taxi prohibition. He noted that it was also the Police view that there was still major congestion on a regular basis in both streets.

The Secretary of State said that he had considered whether a satisfactory reduction in congestion could be achieved by the introduction of a further Traffic Regulation Order. He was satisfied that the use of a TRO restricting all bus services would be excessive and would give rise to widespread inconvenience and expense to both operators and passengers. He also noted that the bus companies had put forward no proposals for new TROs affecting other forms of traffic and he considered it unlikely that such a TRO would achieve the desired effect. He noted that there were already restrictions on delivery vehicles between 1030 and 1730 hours, and he believed it likely that further restrictions would have limited effect and could pose unreasonable problems for traders in the area.

Wages' claim was not well founded, says Tribunal

A Hull Industrial Tribunal has decided that a claim for "wages due", by PSV driver Mr Thomas Whiting, against his former employer, Mr J A Allison, trading as A C Travel, of Kestrel Avenue, Sutton, Hull, is not well founded.

Neither Mr Whiting nor Mr Allison saw fit to appear before the Tribunal, and, in their decision, the Tribunal said that they did not know what Mr Allison wanted to say about the matter. He had not entered an appearance and he had totally ignored the Tribunal.

They said that in his application, Mr Whiting had submitted a list of monies he maintained were due to him for a total of 68 hours he claimed to have worked for Mr Allison during June and July. He had also claimed that he was entitled to one week's pay, the equivalent of 40 hours, in lieu of notice. That was a total of 108 hours, at the rate of £3 per hour, which amounted to some £324.

The Tribunal presumed that Mr Whiting was trying to invoke jurisdiction under the provisions of the 1986 Wages Act. However, on the documentary evidence before them that seemed to them to be an impossibility. Mr Whiting was not claiming that he had been paid some money from which a sum had been deducted. Rather, he was saying that he had not been paid a penny piece. In those circumstances, the Tribunal were not persuaded that they had any jurisdiction under the Wages Act. It seemed to them that Mr Whiting's application was properly grounded in the small claims court of the County Court. In their judgement, they had no jurisdiction in the matter and the claim was not well founded.

Licence grant for 'Ambitous undertaking'

United Provincial Services Ltd, trading as Pennine Blue Buses, of Denton, Manchester, have been granted a new PSV operators licence authorising the operation of four vehicles, by the North Western Traffic Commissioner, Mr Martin Albu.

Giving evidence at a Manchester public inquiry, Mr P J McCarthy, a director, said that the company currently ran a PSV driving school. They wanted to operate public service vehicles on local services. All concerned had been connected with the industry for some time. They were seeking authority to operate four vehicles. Maintenance of the vehicles would be contracted out and one vehicle purchased was in the process of being prepared for its annual test.

After studying financial evidence produced, Mr Albu commented that the resources from the bank did not look sufficient for the purchase of another three vehicles.

Mr McCarthy said that two vehicles had so far been purchased, one at a cost of £3,250 and the other at a cost of £2,500. Negotiations for the purchase of another vehicle, costing £1,200, were in progress but had not yet been completed. All the vehicles concerned were Bristols.

Asked by the Commissioner whether the vehicles were rather old, Mr McCarthy replied that they were elderly but reliable. They had wanted to buy something outright. They had also decided to purchase vehicles that required putting through annual test, so that they would know they were fit to go on the road having passed their tests, rather than buy vehicles that had six months test left and might have a number of faults.

Questioned further, Mr McCarthy said that they would also continue to run the PSV driving school.

Granting the licence, Mr Albu said that it was an ambitious undertaking but the company's directors had definitely thought it through. He found that there was sufficient finance, expertise and competence and he wished the company well in its venture.

He considered that the Commissioner had given sufficient consideration to the effects of the Traffic Regulation Condition on the bus companies' operations and to the effect on existing and potential users of the services. As far as it was necessary to reduce the number of buses using the two streets at certain hours, certain services or types of buses had to be selected for exclusion. In that context, he accepted that the inconvenience and possible extra costs associated with exclusion were likely to be proportionately less burdensome for operators and users of mainly long distance services than for those of purely local services. While both the appellant companies now had to divert round "four sides of a square" for inward journeys, that could not be said to account for most of the timing difference on inward journeys. He also noted that while Oxfordshire County Council could give no firm timescale, and though there were still practical problems, it was their stated intention to shorten the diversion by opening a direct link for inward buses from Hythe Bridge Street to George Street and that there were no grounds for considering that the necessary preliminaries could not be achieved within a reasonable period. He urged the County Council to make early progress in the opening of that link.

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WEEKLY REPORT ON LAW AND THE COACH OPERATOR

By Michael Jewell

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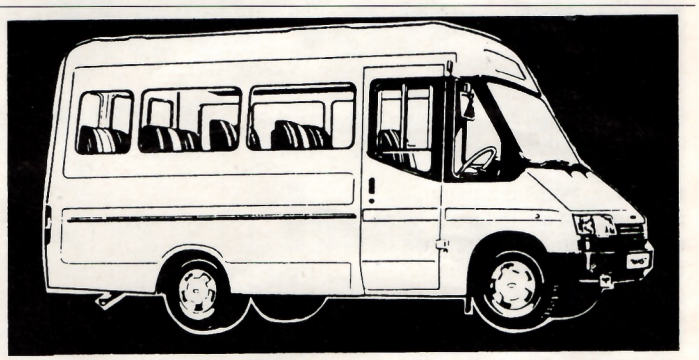

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A VOYAGE OF DISCOVERY

Norway Line ferry MS Jupiter, seen here in Bergen Harbour.

The many delights and attractions of Norway have been sadly neglected in the past by the coach traveller. In the first part of a detailed series on the treats and treasures in store for the visitor, Rod Davey takes a ferry across the North Sea to investigate.

I travelled on Norway Line's MS Jupiter, which sails between Newcastle and Bergen via Stavanger. However, a new ship is being commissioned for the 1990 season which will be subject to an £8 million investment programme, including the rebuilding of cabin accommodation and brand new furnishings. Norway Line's director of passenger sales, Brian Tollisen, said: 'Due to repeat business the coach market is growing, therefore we needed a newer and bigger ship - and a free cabin plus meals for the coach driver.'

Not that the Jupiter was lacking in comfort, for it had two lounges, two bars, a restaurant with an excellent Scandinavian cold table, a cafeteria, shops, and was fully air-conditioned with temperature regulators in each cabin.

I was accommodated privately in a two berth cabin with en-suite shower/wc both ways, and found this intermediate grade cabin quite comfortable for the duration of both crossings.

In the restaurant, breakfasts were approximately £4, a three-course lunch £7 - and dinner was approximately £11.50 with a choice of hot dishes or the traditional Norwegian cold table. The cafeteria provided snacks and Norwegian sandwiches as well as hot lunches and dinners. It featured a playroom-cum-'Lego-table' for children under six.

And its 'cruise style' entertainment provided dancing to live music in the Westminster Lounge and a discotheque/casino, with blackjack and roulette, in the Neptune lounge. During the day and evenings there's a lounge deck if the weather is clement, a gift shop and the ubiquitous duty free. The gift shop features the famous Norwegian ski jumpers which at £32 are half the price of mainland shops. Throughout the ship American Express, Visa and Access are acceptable currency.

Passengers enjoy the sunshine on the lounge deck during the Jupiter's brief stop in Stavanger en-route to Bergen.

For Coachmart road test buffs, the Jupiter sails at a top speed of 23 knots and features technology such as Raypath, producing its true course, and automatic radar plotting. It also has a Seimens rudder guide, and steering is both hydraulic and electric, with both automatic and manual systems. The main surprise, when you visit the bridge,is that there is no ship's wheel - and no sign of anyone steering the thing.

Other features include stabilizers which, in the rare event of a rough North Sea crossing, keep passenger discomfort to a minimum; a Demek satellite navigator; a MK53 Decca navigator and, despite such technology, a copy of the Nautical Almanac and many sea charts and so forth. To complete the picture, when at full speed the Jupiter consumes three tonnes of heavy ▶

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duty diesel every hour, has a fuel capacity of 713 tonnes, and is driven by two engines rated at approximately 8,400bhp.

The 9,500 tonne ship was built in Lubeck in East Germany in 1966, originally registered as the 'Black Watch' together with its sister ship, the 'Black Prince' - for summer services with Bergen Line and winter cruising with Fred Olsen Lines. Norway Line acquired the ship from Fred Olsen in 1987 for £3.5 million, contracts the ship for winter cruising from Southampton to the Canaries, and has consequently managed with a routine annual re-fit.

For its part, Norway Line was formed in 1984, funded by a combination of capital from the Bergen Bank and private investment from such sources as West Norway hoteliers. It was formed because after sailing for 100 years between West Norway and England, DFDS ended direct carriage on this route.

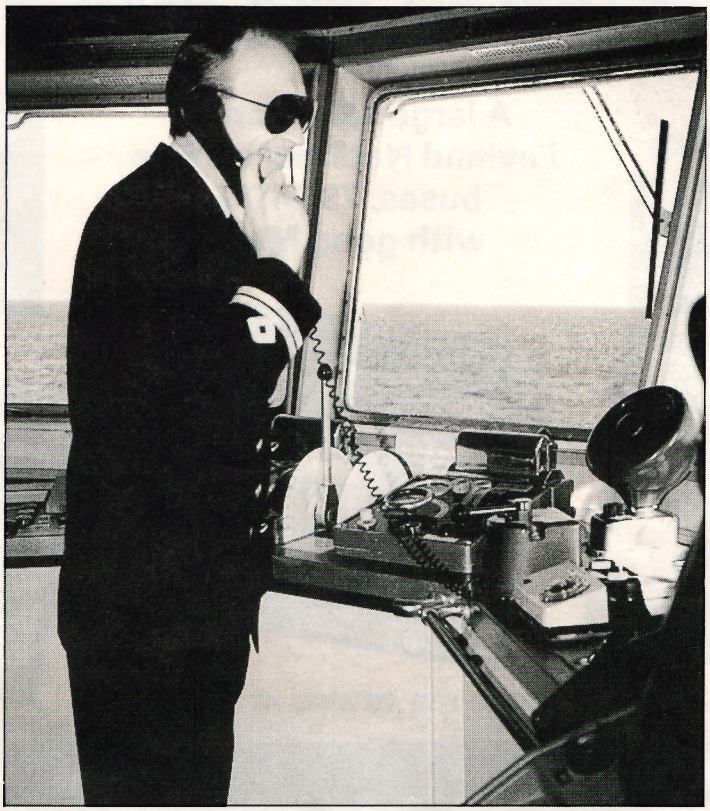
Norway Line formed a small marketing team, undertook a viability study and, after many enthusiastic people had burned the midnight oil, produced its first sales brochure after buying the ship in 1987. Its sister company, Jahre Line, will start operating two 'super ferries' between Oslo and Kiel in West Germany, next March.

Its new ship, currently unnamed, has been purchased from Steena Line for an undisclosed consideration. However, it sailed for Steena as the 'Steena Scandinavica', and at the time of my sailing was under charter, being used as a ferry in the Mediterranean between France, Italy and North Africa. Next year it will sail on Norway Line's scheduled summer services between Newcastle and Bergen.

For its part the Jupiter will start the 1990 season under its usual winter charter, cruising to the Canaries, starting a new life with two sailings a week between Bergen, Stavinger and Esbjerg in Denmark - interworked with sailings to Amsterdam.

Although the standard of the Jupiter is 'par for the course', Norway Line will be improving standards further for the forthcoming season.

In part two: Norway reveals the delights on offer for the British coach operator.



Pictured on the ship's bridge, a Norway Line officer manages, without a ship's wheel, to steer the Jupiter.

Norway offers several alternatives for the coach operator,one of which is to organise your own itinerary. However, it may be preferable in terms of both cost and organisational effort, to choose one of the ferry company's organised itineraries, and take advantage of the company's undoubted 'buyer power'. If pricing is especially critical for your clientele these may be tailored to include self-catering accommodation.

Some of Norway Line's own tours are featured below. Prices are for Norway Line's part of the bargain - so you must additionally cost for either a coach, driver and courier - or alternatively feed the ferry at Newcastle arranging a Norwegian coach, driver and courier to meet your party there.

Norway Line's 'Off-the-shelf' Tours for 1990.
(Prices include crossing for coach, accommodation for driver and tickets where necessary for fjord steamers.)

Tour 1: Single Centre based at Strandebarm, Hardangerfjord (6 nights - half board hotel)

Departures Newcastle Saturdays at 6.30pm - September 22 & 29 and October 6 & 13.

Overnight crossing in four berth cabin with shower/WC, arriving in Bergen at 9.00pm next night with ferry used as overnight hotel, followed by sightseeing in Bergen next day. Touring base, the Strandebarm Fjord Hotel is two hours drive away, and the deal includes two nights here.

Price per person - September departures £219.

October departures £177.

(Additional supplements (per person) include £36 for a single hotel room on all departures, £32 (Sept) and £16 (Oct) for accommodation in a double cabin with washbasin/WC, and £64 (Sept) and £32 (Oct) for accommodation in a double cabin with shower/WC.)

Tour 2: Single Centre based at Ulvik, Hardangerfjord (6 nights - half board hotel)

Departures Newcastle Saturdays at 6.30pm - September 15 & 29 and October 6 & 13.

As Tour 1, but with two nights at the Ulvik Hotel, used as a touring base.

Price per person - September departures £219.

October departures £173.

(Supplements as Tour 1, except £41 for single hotel room.)

Tour 3: Single Centre as Tour 2, but with dinner and overnight accommodation at the Strand Hotel, Ulvik (tour costed for 30 paying passengers).

Departures Newcastle Saturdays at 6.30pm - September 8 & 22.

Price per person £221.

(Supplements as Tour 1, except £31 for single hotel room.)

Tour 4: Single Centre as Tour 2 (tour costed for 30 paying passengers)

Departures Newcastle Saturdays at 6.30pm - September 8, 15 & 22.

Price per person £191.

(Supplements as Tour 1, except £24 for single hotel room.)

Tour 5: Single Centre at Skei, Jolster (6 nights - half board hotel)

Departures Newcastle Saturdays at 6.60pm - September 8, 15 & 22.

As Tour 1 except two nights at the Skei Hotel. Costed for 30 paying passengers.

Price per person £226.

(Supplements as Tour 1, except £32 for single hotel room.)

Tour 6: Single Centre at Leikanger, Sognefjord (6 nights - half board hotel).

Departures Newcastle Saturdays at 6.30pm - September 29 and October 6 & 13.

As Tour 1 except two nights at the Leikanger Fjord Hotel.

Price per person - September £229.

October £185.

(Supplements as Tour 1, except £35 for single hotel room.)

Tour 7: Single Centre at Sognal, Sognefjord (6 nights - half board hotel)

Departures Newcastle Saturdays at 6.30pm - September 8, 15, 22 & 29 and October 6 & 13.

As Tour 1 except two nights at the Hofslund Hotel.

Price per person - September £229.

October £187.

(Supplements same as Tour 6).

Tour 8: Single centre at Balestrand, Sognefjord (6 nights

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1982 LEYLAND LEOPARD 680, Semi-Auto Plaxton, 50 seats. **£16,000**

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1981 LEYLAND LEOPARD 680 Semi-Auto Duple Dominant II, 50 reclining seats. **£14,000**

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1979 LEYLAND LEOPARD 680 Semi-Auto Duple Dominant II, 50 reclining seats. MoT 5.6.90. **£12,000**

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- half board hotel)

Departures Newcastle Saturdays at 6.30pm - September 8, 15, 22 & 29 and October 6 & 13.
As Tour 1 except two nights at the Midtnes Pension Hotel.
Price per person - September £176.
October £126.
(Supplements same as Tour 1 except £24 for single hotel room).

Tour 9: Two Centre Tour to Skei and Strandebarm (7 nights - half board hotel)

Departure Newcastle Thursday at 1.00pm - August 23.
Overnight cabins with two nights at the Skei Hotel and two nights at the Strandebarm Hotel. Costed for 30 paying passengers.
Price per person - August £285.
(Supplements for superior cabin £32 for double with washbasin/WC, £64 for shower/WC and £55 for single hotel room)

Tour 10: Two Centre Tour to Leikanger and Ulvik (7 nights - half board hotel)

Departure Newcastle Thursday 1.00pm - June 14.
Overnight cabins with two nights in Leikanger and two nights at the Strand Hotel in Ulvik. Costed for 30 paying passengers.
Price per person - June £295.
(Supplements same as Tour 9 except £48 for single hotel room).

Tour 11: Two centre Tour to Sognal and Ulvik (7 nights - half board hotel)

Departures Newcastle Thursdays at 1.00pm - June 14 and August 16, 23 & 30.
Overnight cabins with two nights at the Hofslund Hotel in Sogndal and two nights at the Strand Hotel in Ulvik. Costed for 30 paying passengers.
Price per person - All departures £295.
(Supplements as Tour 10).

Tour 12: Two centre Tour to Skei and Ulvik (7 nights - half board hotel)

Departure Newcastle Thursdays 1.00pm - May 31.
Overnight cabins with two nights at the Skei Hotel and two nights in the Ulvik Hotel. Costed for 30 paying passengers.
Price per person £289.
(Supplements as Tour 10 except £58 for single hotel room).

My intermediate grade cabin had en-suite shower/wc and was quite comfortable on both North Sea crossings.

Tour 13: Two Centre Tour to Sogndal and Strandebarm (7 nights - half board hotel)

Departures Newcastle Thursdays at 1.00pm - May 24 & 31.
Overnight cabins with two nights at the Hofslund Hotel in Sogndal and two nights at the Strandebarm Hotel. Costed for 30 paying passengers.
Price per person £288.
(Supplements as Tour 10 except £46 for single hotel room).

Tour 14: Three Centre Tour to Voss, Sogndal and Ulvik (7 nights- half board hotel)

Departures Newcastle Saturdays at 3.00pm - June 9, August 18 & 25 and September 1.
Overnight cabins with one night at Hotel Jarl in Voss, two nights at Hofslund Hotel in Sogndal and one night at the Ulvik Hotel. Costed for 30 paying passengers.
Price per person (all departures) £294.
(Supplements as Tour 10 with £52 at all hotels for single room).

Tour 15: (as Tour 14).

Departure Newcastle Saturday at 3.00pm - May 26.
As Tour 14 except staying at the Strand Hotel in Ulvik. Costed for 30 paying passengers.
Price per person £296.
(Supplements as Tour 14).

Tour 16: Three Centre Tour to Voss, Sogndal and Strandebarm (7 nights - half board hotel)

Departure Newcastle Saturday at 3.00pm - June 2.
As Tour 14 except staying at the Strandebarm Hotel. Costed for 30 paying passengers.
Price per person £291.
(Supplements as Tour 14 except £49 at all hotels for single room).

Tour 17: (as Tour 14).

Departure Newcastle Saturday at 3.00pm - May 28.
As Tour 15. Costed for 30 paying passengers.
Price per person £296.
(Supplements as Tour 14 except £51 for single hotel room).

Tour 18: Tour to Brekke, Skei and Ulvik (7 nights - half board hotel)

Departures Newcastle Saturdays 3.00pm - August 25 and September 1.
Overnight cabins with one night at the Brekkestranda Hotel, two nights at Skei and two nights at the Strand Hotel in Ulvik.
Price per person £298.
(Supplements as Tour 12).

Destination Norway, with 18 set tours to choose from in Norway Line's programme for 1990.

Super markets in Cumbria

SOUTH Lakeland in Cumbria can offer incoming tours a little more than mint cake and mountains... now it's selling its markets.

Open markets are hardly unique to England but the stone cottages and steep hills lend an air of Olde England to those at Kendal, Ulverston, Kirkby Lonsdale, and Sedburgh. The Japanese and Americans are bound to be impressed.

To accompany the experience is a little leaflet issued from the SLDC, at Shearman House, Allhallows Lane, Kendal LA9 4JX, Cumbria, Tel:0539 733333. Address letters and enquiries to Mrs J. McClure.

Lancashire's Checkpoint Charlie

GRANADA Studios' Berlin Wall set has had to be modified following the events in Eastern Germany. A chunk of the wall has been taken down to mimic reality, though Granada Studios claim the East Germans were imitating them when they opened up the border! In 18 months, 750,000 have passed without hindrance through their barrier..

Northampton springs a tourist surprise

THE variety of attractions in the Northampton area may surprise a good many operators who get a copy of the town's travel trade manual. Well presented, with basic details of, and conditions applying to, coaches. The manual is available from Northampton Borough Council. 'Phone Bridget Peet, on 0604 290333, for a copy.

Tour guide to the sights of Rotterdam

ROTTERDAM's sights, attractions and hotels are detailed in the city's 1990 tour guide. Copies of the well-arranged book are from Rotterdam Tourist Office, Tel:010 402 32 00, but its own advice is to contact the office direct to arrange any new tour.

Heart of the matter

ONE of the best brochures for 1990 - as far as operators are concerned - is the Heart of England's "Tours and Excursions".

The full-colour booklet gives useful details of hotels and attractions in the area, centred on Birmingham, and carries stacks of advertising. It's well worth getting a copy, from Heart of England Tourist Board, Tel:0905 613132.

New LTB booklet

LONDON'S exhibitions and conventions are a good target for day excursions, and the new booklet issued by the London Tourist Board offers a great deal of information about forthcoming events and conference venues. Add to this the details of photographers, caterers and other services and you have a comprehensive guide. It is available from the LTB, Tel:01 730 3488.

Short-break programme

NORWICH Area Tourism Agency has launched its first short-break programme, with prices from £32 for two nights half-board. They offer the theme of courtesy as a contribution to European Tourism Year, and a number of vouchers discounting local attractions for visitors. The brochure of the short break choice is free from 0603 6666071.

Kent towns target school group market

AN INITIATIVE to claw back some of the flagging school group market is being made by Kent.

Using Ramsgate, Margate and Broadstairs, the tourist information centre is encouraging teachers to organise visits with a package of educational information spanning theatre, museums and industry.

The TIC sees its new market as being school groups from abroad, but further information - including the area's Travel Trade and Group Manual - can be got by 'phoning 0843 220241.

Glasnost aids Routemasters

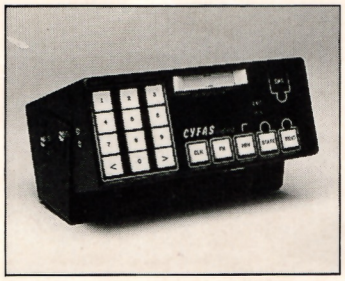
POLISH engines may provide a new lease of life for ageing Routemasters if PSV and Commercial has its way.

Using a Poland-sourced Leyland 680-type engine, PSV has produced trial vehicles currently under test with LBL and predicts a rosy future for the project.

PSV's managing director Iain Graham says the Eastern Bloc engines have an obvious price advantage, but with most parts available from VL: "The engine has been de-rated down to 120 hp to match the AEC 590, but with a touch more torque to get better pull-away."

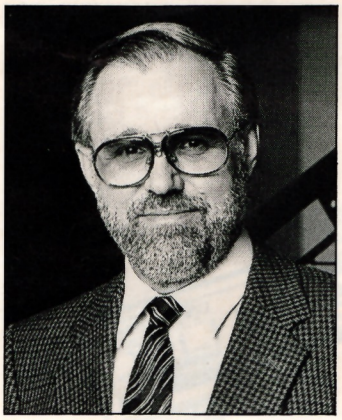
The small West Midlands firm has already gained a reputation for its CV exchange engines, and hopes this new project will keep the old London buses on the road for at least another five years. All enquiries are to Iain Graham, on 021 520 2323.

Keep in touch



SPEEDY transmission of simple messages is made easy by the Cyfas Ranger. This digital computer radio can be pre-programmed to transmit a great number of messages on the move, eliminating the need for lengthy conversations. Once the message is sent, the system continues to call the recipient until communication is achieved. The system can be protected against unauthorised use. Cyfas Restbury is at 11 Albone Way, Langford Road, Biggleswade SG18 8BN, or Tel:0767 313704.

Director for KBD



KBD Group, which owns Folkestone-based Dormobile, has appointed former Ford of Europe director Ken Moss as director/consultant. He will be based at Heybridge, Essex.

Essential reading

THE FORTHCOMING legislation for catalytic converters has got many operators confused, and may make Bainbridge Silencers' new leaflet essential reading. Aimed at explaining the problems and solutions to customers of garages, the "A Catalyst, the Earth and You?" leaflet is nonetheless helpful. Anyone involved in exhaust fitment on a commercial scale can get copies free from Bainbridge, Tel:0772 22272.

Flatmate launched

THE MUCH-HYPED ATS Flatmate tool - said to both inflate tyres and put out fires - has been launched at a London reception.

Resembling a bottle of liquid carbon dioxide with a valve fitted, it proved it could do both, but is actually much as it appears. With a £37 price tag, it may have a limited number of takers, though the 'haves' will value it when they get that sinking feeling due to a slow puncture.

The cylinder can be refilled for £2.50 at ATS outlets.

Snow chains for hire

OPERATORS dreading the onset of winter - and the accompanying snow - will be able to avoid the worst problems with Pewag Ring Super X snowchains without having to buy a set.

The chains are for hire from Brindley Chains Ltd, of Warrington, and will be a real boon to anyone taking tours to Scandinavia or ski resorts. Their pedigree suggests they are up to the task... they are made in Austria.

Further information is from Brindley Chains,on 0925 825555.

Problems solved with the Equalizer

GLASS-AID is marketing its Equalizer windscreen cut-out tool in readiness for the usual winter of discontent caused by flying road grit and other UFOs. The increasing number of bonded screens means the interior knife offered by Glass-Aid is a boon, say the importers of the American tool. It can remove a windscreen in next to no time, and with little training. Details of the Equalizer are from Glass Aid, on 0202 499619.

Getting to grips

TANFIELD'S unusual snowgrip brackets will be ideal for rural minibus service operators facing the worst winter weather. The grips, packed in an attractive valise, cost around £96 a pair. Details are from Tanfield, at Guildford Road, Horsham RH12 1LT, Tel:0403 61393.

New appoint-ment

ABERDEEN-based Covey McCormick Advertising has appointed former Grampian Transport marketing man David Macdermid as PR executive. Macdermid (34) handled publicity for Grampian through its employee buy-out, and is well-versed in the transport businesses.

GOOD NE

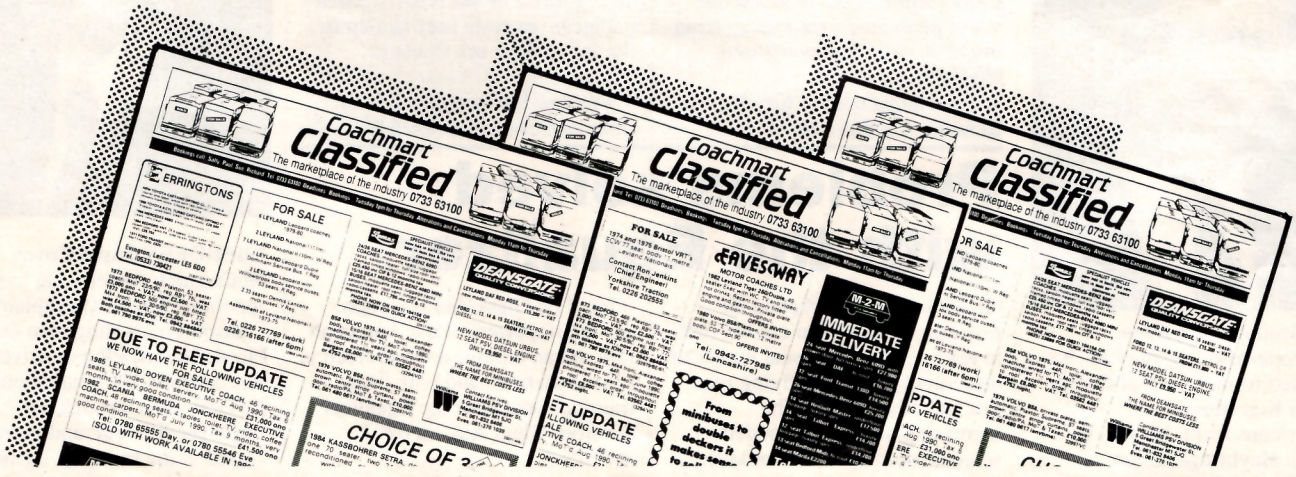
COACHMART

Take a look at our new classified section!

RING THE COACHMART CLASSIFIED HOTLINE

TODAY!!

0733 63100

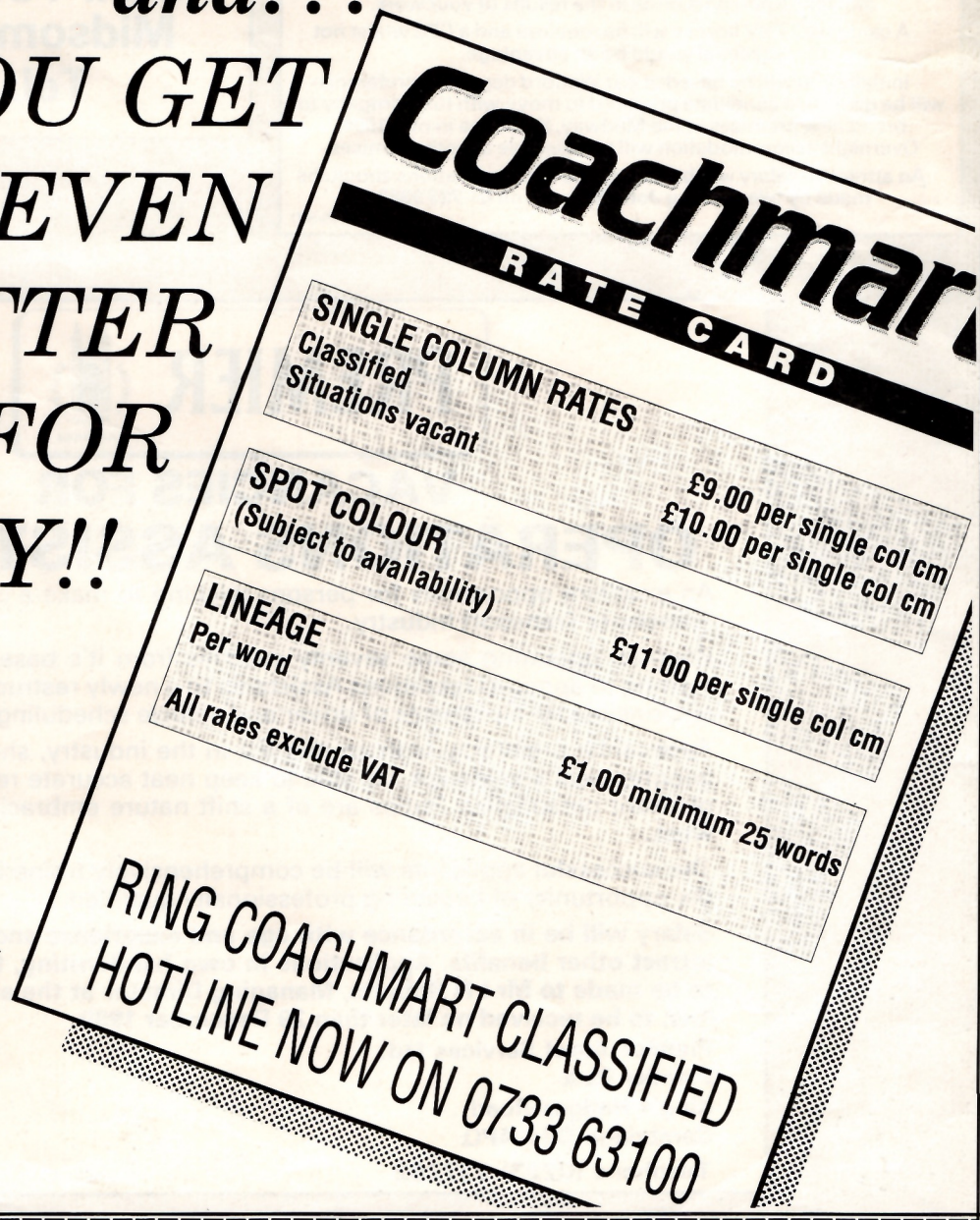


WS FROM

CLASSIFIED!!

Our new four column format is
CLEARER
It's TIDIER
It's easier to buy and sell from
and...

YOU GET
EVEN
BETTER
VALUE FOR
MONEY!!



SUBSCRIBER OFFER!
SELL YOUR COACH FOR AS LITTLE AS 50p PER WORD
See Page 50

APPOINTMENTS

Bergland INTERNATIONAL

VEHICLE MAINTENANCE & DEPOT MANAGER

BERGLAND International is a medium sized Coach Operator specialising in overseas holidays and tour work with a high quality fleet and service image. The continuation of this image will be a major concern of the person appointed to the advertised post.

You will report to the Managing Director and be responsible for the Maintenance & Servicing of our 8 vehicle Mercedes based fleet of coaches as well as the general control of operations out of the garage. A sound knowledge of PSV maintenance requirements is essential and priority will be given to specialist Mercedes experience. You will be expected to show a "hands on" approach and take a personal pride in the results of your work.

A category 2 PSV licence will be required and a CPC whilst not essential would be an advantage.

Initially you will be based at our Watford depot but preference will be given to a candidate prepared to move with the Company to brand new premises in the Medway, Kent area in mid 1990. Overnight accommodation will be available at both premises.

An attractive salary will be negotiated and applications should be made by telephoning **John Stevens on 01-723 9989.**

(34175/SV)

TRAFFIC MANAGER

14 vehicle company requires manager preferably with CPC and PSV licence.

Duties involve allocation of drivers and vehicles and deputising for director in his absence.

CLAPTON COACHES LTD
Midsomer Norton, Bath.
Tel. 0761 418936

(34207/sv)

PREMIER TRAVEL SERVICES CAMBRIDGE

VACANCIES FOR
OPERATIONS ASSISTANTS

An excellent opportunity for persons wishing to make a career in the Road Passenger Transport Industry.

Premier, operating some seventy coaches from it's base in Cambridge, is seeking to appoint Operations Assistants to a newly restructured department responsible for all aspects of driver and vehicle scheduling.

Applicants, preferably with an interest in the industry, should have a good geographical knowledge, be able to keep neat accurate records and have a pleasant personality. Duties are of a shift nature embracing all days of the week.

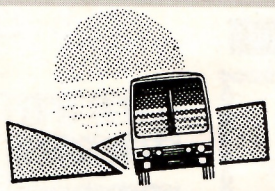
The successful applicants will be comprehensively trained and will be given the opportunity of becoming professionally qualified.

Salary will be in accordance with age and experience and the positions do attract other benefits. Applications in own handwriting, together with CV, to be made to Mr I N Roberts, Managing Director at the address shown below, to be received no later than 29 December 1989.

Premier Travel Services Ltd.
Premier Park
King's Hedges Road
Cambridge CB4 4PQ

Telephone (0223) 237262

APPOINTMENTS··APPOINTMENTS··APPOINTMENTS



SHEARINGS

COACH AND BUS

require a

DIRECTOR OF OPERATIONS

Wigan Attractive salary + Bonus + Granada

Shearings Coach and Bus, the coach and bus operating arm of the Mecca Leisure Group is seeking to appoint a Director of Operations at Executive Committee level.
The company, which employs at peak more than a thousand people, operates a very modern fleet of more than 500 buses and coaches from ten depots throughout the country. Operating the tour programme of sister company Shearings Holidays, it is the largest coach holiday operator in Europe, but it is also a major player in the coach hire and local stage carriage services markets. The company has an envious growth and profit record.
A recent major re-structuring of the company ready for the next exciting phase of growth has created this challenging new opportunity for an ambitious coach and bus professional to take full profit responsibility for all operational activities encompassing the three major market sectors both nationally and internationally.
Applicants should have a proven track record in profitable resource management in coach tour operating, coach hire (private hire and contract), excursions and stage carriage services and should be able to demonstrate major achievements in at least one of these sectors.
The profit motive is important and applicants should have high level negotiating experience and be able to demonstrate a commitment to high quality customer care.
There are real opportunities for career development. Conditions of employment are excellent in our newly re-furbished head offices and the post carries an executive car, performance related bonus, pension and private medical insurance for the postholder and family. A generous relocation package is available where appropriate.
Please apply in writing with full career and personal details to:

Ian Longworth, Managing Director,
Shearings Coach and Bus, Miry Lane, Wigan. WN3 4AG.

COACHES WELCOME··COACHES WELCOME

NEWQUAY JEWEL OF CORNWALL	TORQUAY THE ENGLISH RIVIERA	ILFRACOMBE NORTH DEVON
Family run Hotel with 100 en suite bedrooms, entertainment nightly, many leisure facilities.	We have 20 years' experience looking after groups. Offering: 46 en suite bedrooms, in house entertainment, TV and direct dial telephone in all bedrooms, coach parking.	Help your clients enjoy a relaxing holiday at one of Ilfracombe's largest Hotels. 61 beds en suite, lift to all floors, entertainment most nights.

Special offer – Winter Breaks (2, 3 and 4 day) from as little as £8.50 per day. Avoid disappointment, call us NOW

(34255/HO)

Hotel Kontiki	Anchorage Hotel	West Bourne Hotel
Mountwise, Newquay, Cornwall TR7 2BQ Telephone: (0637) 871137	Cary Park, Babbacombe, Torquay TQ1 3NQ Telephone: (0803) 36175	Wilder Road, Ilfracombe, North Devon EX34 8BQ Telephone: (0271) 62120

COACHES WELCOME · · COACHES WELCOME

CORNWALL

NEWQUAY

Arundell Hotel, Mountwise, Cornwall

A friendly family run hotel, centrally situated with panoramic sea views and ample parking, offering full English breakfast and varied menus. Under personal supervision of chef proprietor.

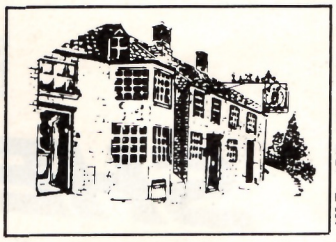
★ 39 rooms (most en suite), with all colour TV, radio, telephone, Intercom, tea making facilities.

★ Entertainment 6 nights a week in our large bar with dance floor. ★ Full central heating, laundry and ironing facilities. ★ Lift. ★ Heated indoor pool. ★ Driver free.

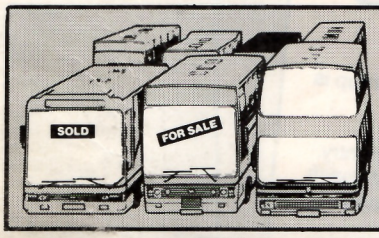
Contact: Audrey Milne on (0637) 872481

(33689/HO)

Up-to-date information available in



'Coaches Welcome'



Coachmart Classified

The marketplace of the industry **0733 63100**

Bookings call: Sally, Paul, Sue, Richard. Tel. 0733 63100. Deadlines: Bookings – Tuesday 1pm for Thursday. Alterations and Cancellations: Monday 11am for Thursday

BEDFORD

YMT

53 seater. All tidy vehicles in blue and white. Sept 1980 registrations. Dominant Two with dome and power door. Just tested. Choice of two, **£8,000.**

Dec 1978 Plaxton Express, tested to 18.11.90, **£6,000.**

Feb 1977 Dominant Two Express, tested to 30.4.90, **£4,500.**

Rainworth Travel Mansfield 743576

(33694/BE)

1974 BEDFORD YRT. 51 seater, tested to end May 1990. 500 engine, very reliable contract vehicle. **£2,500 ono. Tel. (Chesterfield) 0246 811540.** (34205/BE)

1978 T REG BEDFORD YMT DUPLE DOMINANT

53 seater, certificate of fitness expires Nov 1990.

£6,000 + VAT

Tel. 0353 860705

(34177/BE)

1978 BEDFORD YMT CAETANO

53 seats, realistically priced.

£8,000 ono

(0533) 393118 day or (0533) 874940

(34253/BE)

REEVE BURGESS BODY, 17 high backed moquette seats, new tyres & brakes, shocks fitted, taxed 31/3/90, MoT 27/11/90, good contract vehicle, very clean and tidy. **£2,300 ono. Tel. 06972 251.** (34182/BE)

1971 BEDFORD PLAXTON, 45 seater with full year's test, **£1,800 + VAT. Also 50 PLAXTON,** reclining seats, about to be removed, **offers. Tel. Southend 0702 540456 or 0860 276859** (34114/BE)

PARAMOUNT

12-metre YNT Turbo, 1983, 'Y' reg, immaculate condition 49 seats and courier, wired for TV and video, sunken rear toilet and rear continental door, full draw curtains, Nomad Servery with coffee machine and fridge.

Bargain at £20,000 ovno + VAT

Telephone LANCASHIRE (0282) 66295 day or 601972 evenings.

(34166/BE)

DUE TO FLEET REPLACEMENTS

1983 BEDFORD YNT PLAXTON PARAMOUNT, private plate, vgc, new test, low mileage, 53 seater.

£29,000 + VAT ono

Phone 0754 3026

(34131/BE)

BEDFORD 466

Plaxton body, MoT and taxed, reduced for quick sle.

£5,000 inclusive ovno

Tel. 0908 319191

(34202/BE)

1980 'V'

BEDFORD PJK PLAXTON

29 seater, tested, radio, cassette, power door, wheel trims, clean and tidy.

£7,150+VAT

Tel. 0254 52124

(34156/BE)

1978 BEDFORD PJK Plaxton, 29 seater, exterior white/blue, power door, MoT May 1990. **£5,000 + VAT, no offers. Contact Clintona Minicoaches. Tel. Brentwood (0277) 215526** (34132/BE)

BOVA

A CHRISTMAS GIFT

With this Bova, 1982, 46 seats.

£25,500.

THE GIFT

1976 Bedford Plaxton Supreme, 53 seats.

(0533) 393118 day or (0533) 874940 eves

(34201/BV)

BRISTOL

1966 BRISTOL LODEKKA, FLF Gardner 6LX, 4 speed, tax and tested, used daily, regular maintenance, many parts replaced, overhauled, suit preservation driving training. **£3,500 ono. Tel. 0704 212217.** (34129/BR)

1985 IVECO 20 seater exec, air con, vgc. **£17,500. 1985 IVECO,** 31 seater. **£11,500. Tel. 01-370 0322** (34140/MB)
1977 BRISTOL LH, 41 seats, dual purpose, power door, MoT Aug '90, **£3,000. Transcity, 01 302 8800.** (34141/BR)

DAF

1987 DAF 3000 BERKHOF

Tested until Feb 1991

76 seat double decker coach, all white exterior, toilet, video, drinks, bunk etc. Superb condition.

£79,000

P/X Considered
Finance Available

(0533) 393118 day or (0533) 874940 eves

(34254/DA)

DENNIS

1988 AUG F REG 8-5 PLAXTON PARAMOUNT

35 seat luxury coach, MoT Aug 1990, immaculate condition, very low mileage.

£59,850 + VAT

Tel. 041 776 6080

(34185/DE)

FORD

1977 FORD DOMINANT, 53 seats, MoT till 21/3/90. **£3,000 + VAT. 1977 FORD DOMINANT,** 53 seats, MoT till 7/3/90. **£3,500 + VAT. 1979 FORD ALPHA,** 53 seats, MoT till 1/5/90, **£6,500 + VAT,** also **BEDFORD ALPHA,** 1980, MoT till 4/4/90, 53 seats. **£7,500 + VAT. SANDERS CHS NORFOLK 0263 713261 or 823401 (evenings).** (33672/FO)

R REG FORD 1114 Plaxton Supreme, Telma, 3 months tax, 12 months MoT, **£4,750 + VAT. Tel. 0934 833177.** (34174/FO)

LEYLAND

TWO LEYLAND LEOPARDS, 49 seats, ECW body new, MoT November 1990, resprayed white. **£15,000 each ono + VAT. Tel. 0260 273543 day or 0260 276067 evenings.** (34179/LE)

1983 LEYLAND TIGER PARAMOUNT 3200. 48 recliners, toilet, TV/Video, Webasto, fridge, hot drinks, double glazed, MoT February 1990. **£35,000. Telephone 01 960 5550.** (34181/LE)

1982 LEYLAND TIGER, 12 metre Plaxton Supreme V, tinted double glazed windows, reclining seats, power door, radio, pa/cassette, excellent coach. **£29,000 ono. Tel. 0742 482341.** (33651/LE)

LEYLAND

END OF SEASON COACH SALE

The following coaches are now available and can be sold with a new MoT. All are in 1st Class condition and are very clean.

1982, X reg, 218 Leyland Tiger, Plaxton Supreme, 53 seater with fixed reclined seats.

1983, Y reg, 245 Leyland Tiger, Plaxton Paramount 3200, 53 seater with reclining seats.

1984, A reg, 245 Leyland Tigers (choice of 2), Plaxton Paramount 3200, 53 seaters with reclining seats.

Please contact Mr Jones or Mr Hudston

W ROBINSON & SONS (Tours) LTD

(0254) 889900

(33685/LE/66)

1983 LEYLAND TIGER 245

Duple Caribbean, 49 recliners, sunken toilet, rear continental door, double glazed, drinks machine, courier seat, wired for video, tested until September 1990, 12 months tax, immaculate condition throughout.

OFFERS

Tel. 0345 31 262 day or night

(34146/LE)

1975 LEYLAND NATIONAL

48 dual-purpose seats, recently retrimmed in grey, red/orange striped moquette, radio/cassette, wheel trims, tax & MoT April 1990, good runner.

This must be the smartest National on the road.

Bargain at

£5,450

Tel: 0942 47703

(34142/LE)

LEYLAND ROYAL TIGER (OCT 1984)

Van Hool Alizee SH fitted, 49/53 seats, autolube, Telma, recliners, curtains, TV fitted and video wiring, sunken toilet, drinks machine, MoT May 1990. 316,000 kms.

£50,000 ono

Eddie Brown Tours Ltd 0423 360222

(34184/LE)

1981 X LEYLAND LEOPARD DUPLE

Dominant IV, 680 S/A, 53 fixed recliners with moquette armrests, in excellent condition, full draw curtains, tinted windows, Webasto heating, Telma, air operated step, PA, MoT 20/12/90.

A first class coach in excellent all round condition.

£23,000 ono + VAT

Telephone now on:

(0487) 815209

(33669/LE)

March 1977 LEOPARD

49 seater Express D/P. One owner from new. Tested to March 1990, rear main oil seal needs replacing, hence open to sensible offers around

£8,000

Rainworth Travel Mansfield 743576

(33690/LE/56)

1973 (L) Leyland 49 seats, air door, power steering, semi auto, currant MoT, Duple, choice of two. ***Offers.***

1980 (W) Leyland 50 seats, air door, power steering, semi auto, current MoT, Plaxton Supreme, rebodied. ***Offers.***

Tel 0282 861234/865697 NO REASONABLE OFFER REFUSED

(33609/LE/66)

1986 C REG LEYLAND OPTARE BUS. 33 coach style seats, automatic transmission, MoT to April 1990. **£18,000 + VAT.** Very good condition. **Tel. 0582 840297.** (34137/LE)

1978 LEYLAND LEOPARD, 53 seats, Plaxton Express door, MoT March 1990, very good condition. **£10,500. Roberts Coaches, Aberystwyth. Tel. 0970 611085.** (34204/LE)

1980 LEYLAND LEOPARDS

680 engine, 5-speed, semi automatic gearbox, 11-metre, 49 seater, Express bodies.

CHOICE OF TWO

MoT March 1990 and November 1990.

Tel: (0282) 25244

(BURNLEY, LANCS)

(33613/RG/66)

VAN HOOL

1983 VAN HOOL

Astromega, 76 seats, new TVs and videos, etc.

New Merc engine, 15,000 miles approx, finished in royal blue, sky blue and white, immaculate condition, coach available for viewing in Heysham Lancs.

£55,000 ono

Tel. Tours (IOW) (0624) 74301

(34104/VH)

VOLVO

APRIL 1989 VOLVO B10M MK III PLAXTON PARAMOUNT 3500 (new model)

49/53 reclining seats, centre demountable toilet, continental door, aircraft style lockers, seat back pouches, low mileage, still under warranty. **Work with vehicle if required.**

£85,000 + VAT

Selwyns Coaches Tel. 0928 564515

(33630/VO)

VOLVO COACHES AND SERVICE BUSES urgently required for cash or part exchange, immediate settlement. Tel. Blythswood Motors on **041 221 3165 or 041 639 6107 (eves) or 0836 704938.** (33219/VO)

1979 VOLVO B58 DOMINANT II, 57 seats, new test, private plates, many extras, owner driver, excellent condition. **£19,750 ono. Tel. 0742 421327.** (34209/VO)

1981 VOLVO B58 11-metre Plaxton, 38 seats, ex-Glenton Tours, absolutely immaculate condition throughout, full year's MoT, a truly exceptional vehicle. **£25,000 ono + VAT. Tel. 041 889 4050.** (33606/VO)

VOLVO

IRIZAR

1988 VOLVO B10M DUPLE 340GL, 49 recliners, courier, r/s toilet, TV/video, coffee machine, driver's bunk, MoT Feb '90, finished in white, choice of 2. **5 year lease purchase from £1,652 per month.**

1980 VOLVO B58 DUPLE DOMINANT II, 53 seats, radio, PA, p/d, repanelled and painted in Mason's white, MoT March 1990, beautiful condition inside and out.....**£24,500**

1983 FORD TRANSIT MINIBUS DIESEL (new engine), 16 high back moquette seats, dormobile, MoT April 1990, prepared and repainted in white.....**£4,950**

1987 FREIGHT ROVER MINIBUS DORMOBILE, 16 moquette seats, power door, Webasto heater, 5 standees, MoT Jan '90, repanelled & repainted in white.....**£9,750**

1976 FORD R1114 PLAXTON SUPREME, 53 seats, Mark IV front, radio/PA, power door, MoT Feb '90. .....**£4,950**

1976 FORD R1114 DUPLE DOMINANT I, 53 seats, MoT'd July '90, power door, blue and white.....**£3,950**

WANTED
VOLVO CHASSIS AND DOM I BODY FOR CASH

PX welcome
VOLVO COACH RENTAL
FROM 22p per km

TRAMONTANA C.D. LTD

CHAPELKNOWE ROAD, CARFIN, MOTHERWELL.
TEL: 0698 53845/861790 (33156/VO)

SCANIA

FOR SALE

7 Scania Jonckheere vehicles
* Current MoT's
* Fully equipped

3 years renewable contract yielding £400,000 P.A.

Written tenders from principals only to:

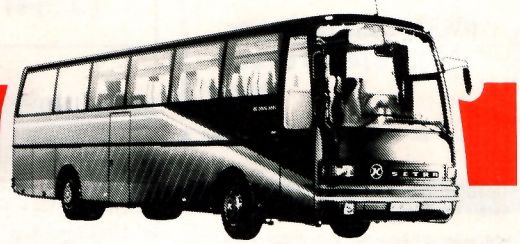
B.A. Prior (Solicitor), Wedlake Saint, 14 John Street, London WC1N 2EB

(34144/SC)

1986 C REG SCANIA 92 BERKHOF, with CAG, 53/49 recliner seats, demountable toilet, hot drinks machine, excellent condition. **£60,000** + **VAT. Tel. 050 841262.** (34180/SC)

SETRA

KÄSSBOHRER SETRA EXCLUSIVE - END OF DECADE SALE



As part of our preparations for 1990 we intend to clear virtually all our stock of 1980's vehicles.
We're offering special deals and prices on all these vehicles which must be sold without part exchanges.
Every coach listed represents excellent value. Ring us now for details.

SPECIAL OFFER

DAF/DUPLE - Choice of 3, 340 Executive Coach, above average condition, 53 recliners, TV video, toilet, continental door, courier seat, drinks machine, power door, long ticket.
Clearance price - Straight £65,000 a piece. Reason for sale: unwanted birthday present

1978 **ACE/PLAXTON** - 53 seats, radio PA, reasonable ticket. ***Can go to work immediately.*** **£11,000**

1980 **VOLVO /PLAXTON B58** - Choice of 2, 50 seats, radio PA. ***Good previous home.*** **£21,000**

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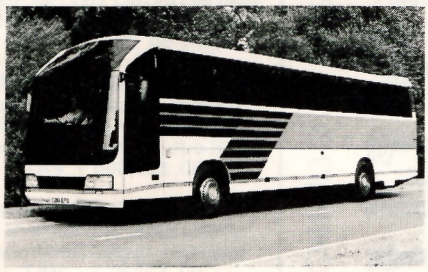

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(33373/UN/66)

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47 reclining seats, centre toilet and servery, fridge, crew cabin, double glazed, side lockers, radio cassette, PA system, Eberspacher, Telma, reg June '85, MoT June '90. INSPECTION RECOMMENDED.

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1988, E reg, PSV, new MoT, radio, cassette, all white.
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Mk IV front and rear, semi auto, 53 seats (retrimmed with moquette), MoT Sept '90.
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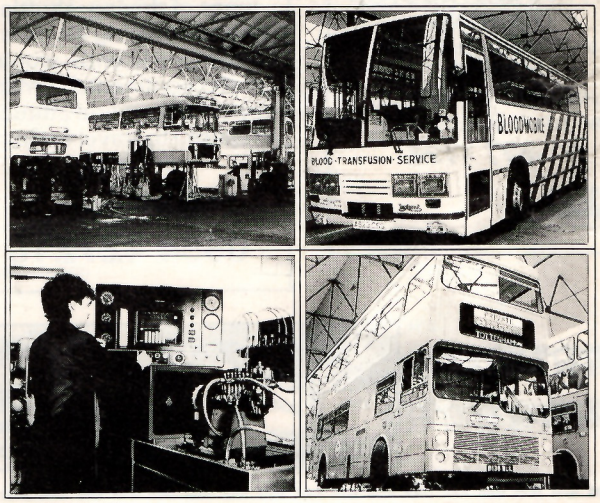

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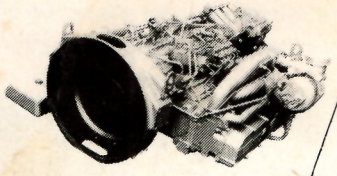

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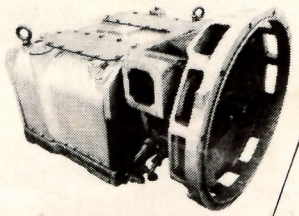

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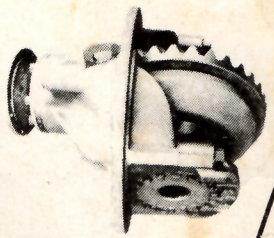

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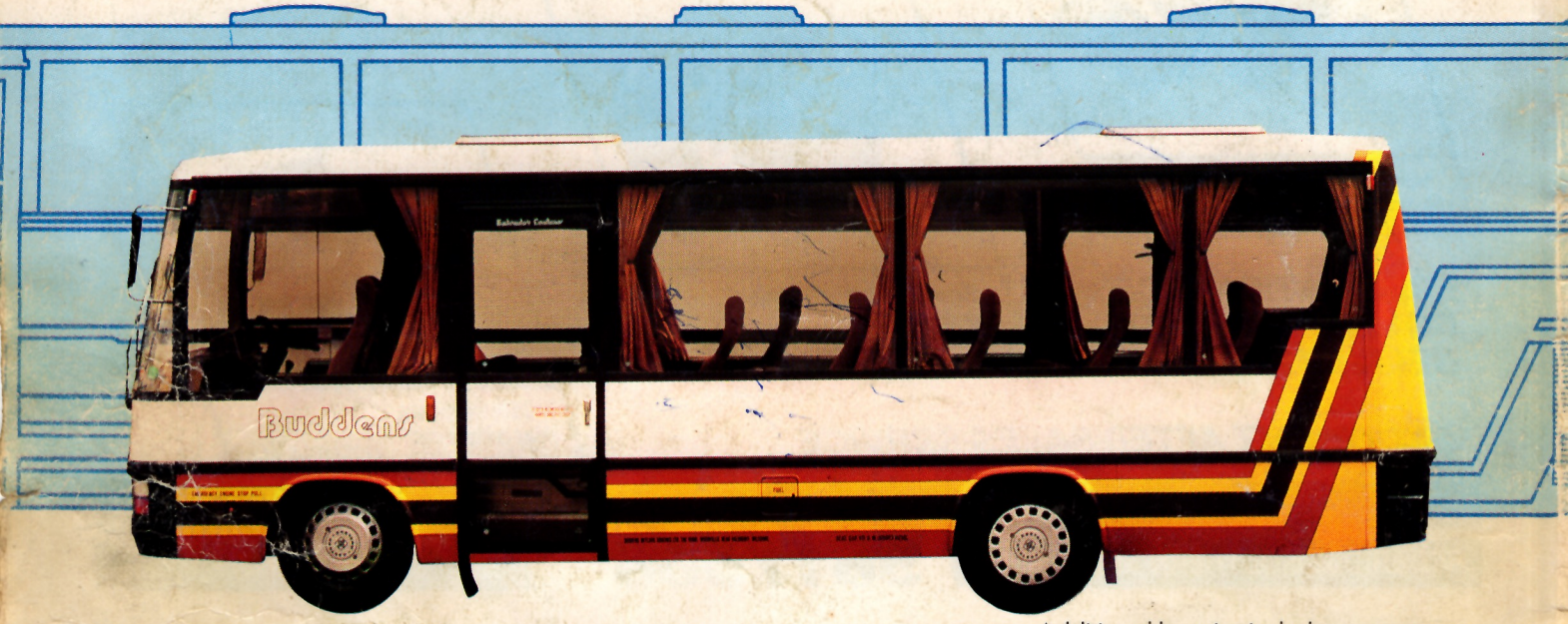

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